

# Rhodesians cross into Mozambique to hit bases

Rhodesian troops have launched another large-scale attack across the borders of Mozambique guerrillas who owe allegiance to Mr Mugabe, joint leader of the Patriotic Front. Rhodesian military headquarters said the forces had a clear duty to prevent the flow of the interim Government by

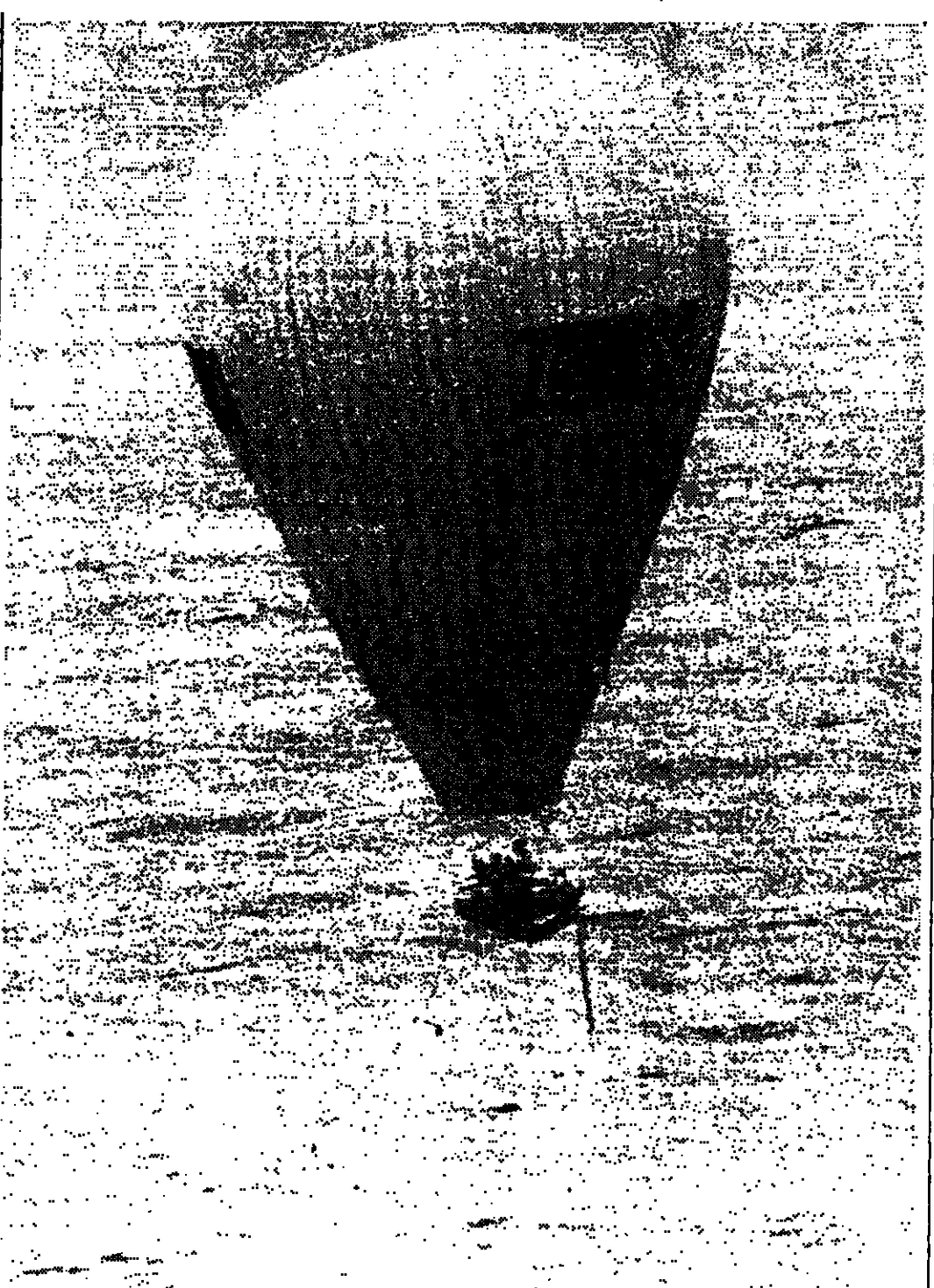
## 'Self-defence' raid on Mugabe guerrillas

Derick Cleary  
July 30  
An security forces  
nched what appeared  
nasive raid on guer-  
as of the Zimbabwe  
National Liberation  
Front) that are based  
bigue and owe allegi-  
Mr Robert Mugabe,  
the leaders of the  
Front.  
commend head-  
announced that the  
a "self-defensive"  
against selected bases.  
of the operation and  
er of casualties in-  
re not stated, but the  
is that it is of a size  
to that made in  
when in twin raids  
in the Chimio and  
districts, more than  
rillas were killed and  
ndred wounded.  
ust, 1976, more than  
ills died when Rho-  
and land troops  
camp in the Pungwe  
it is believed that  
security forces are  
ozambique as a mili-  
and statement gave  
ion of their having

g the raid, a lengthy  
spoke of putting  
e operations" into  
erspective. It said:  
operations by the  
security forces are  
in support of the  
government of Rho-  
e are mounted  
e Armed terrorists of  
Mugabe faction  
not directed against  
or against the FPLA  
ique armed forces  
in there is no quarrel  
terrorists have  
the call to participate  
essure. Not only is  
evidence that they  
infiltrate into Rho-  
the express purpose  
owing the Rhodesian  
nt by murder, intimid-  
other acts of ter-  
also that the inter-  
riorist leaders have  
fled to receive simi-  
ation at these bases  
bique."  
ement said it was  
ure and indisputable  
e Rhodesian security  
e present this. There  
evidence that the  
was beginning to  
hin Rhodesia. There  
vidence that there  
r groups who were

showing every indication  
cooperating with the interim  
Government.  
Externally based guerrillas  
who wished to take part in the  
interim Government ceasefire  
should come home in peace.  
The statement went to say  
that nothing must be allowed  
to prejudice this encouraging  
internal development. Hostile  
infiltrations must not be  
allowed to obstruct it.  
"Self-defence" operations  
against externally based ter-  
rorists who oppose the interim  
Government of Rhodesia and  
its stated promise of a true  
democratic future will be  
mounted and continue to be  
mounted," the statement said.  
The security forces, it added,  
had killed 37 guerrillas and a  
collaborator on Rhodesian soil.  
On the night of July 29 guer-  
rillas broke into the Umtali  
leather works, released petrol  
and set fire to the building  
which was damaged exten-  
sively.  
In the south-western opera-  
tional area a gang of guerrillas  
forced an African woman into  
a hut, set it alight and burn-  
her to death.

Resignation call: Mr Shridath  
Ramphal, the Commonwealth  
Secretary-General, yesterday  
urged Mr Ian Smith, the Rho-  
desian Prime Minister, to stand  
down at once in an attempt to  
avert possible disaster in Rho-  
desia.  
Mr Ramphal, who had just  
returned from a week's visit to  
Zambia and Botswana, sug-  
gested in a statement in Lon-  
don that Mr Smith should  
hand power back to the British  
Government as the colonial  
power.  
Mr Smith should dismantle  
both the illegal regime and the  
internal settlement that gave  
black leaders a share of power,  
he said. This would help to  
pave the way for a round-table  
conference, based on the Anglo-  
America proposals to give legal  
independence to Rhodesia.  
Mr Ramphal, who had talks  
with President Kaunda, of  
Zambia, and Sir Seretse  
Khama, President of Botswana,  
offered on fly to Government's  
if this would do any good.  
Today Dr David Owen, the  
Foreign Secretary, will have  
talks in London with Bishop  
Abel Muzorewa, the black Rho-  
desian leader and member of  
the ruling Executive Council.  
Conservatives policy, page 4



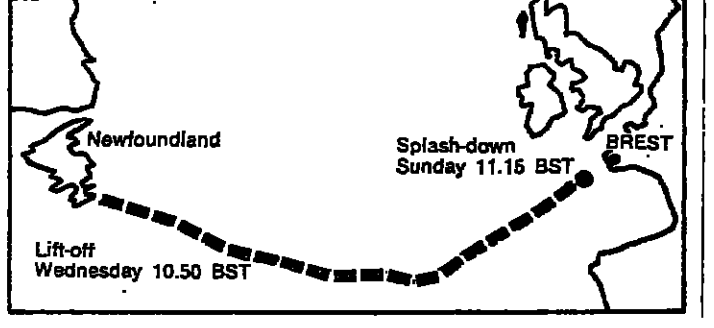
The balloon hovering just above the sea before an ill wind drove it away from land.

## Balloonists fail by 110 miles

Britain's two Atlantic  
balloonists were heading for dry  
land in a perilous last night  
after missing a place in the  
history books by just 110  
miles.  
Mr Donald Cameron, aged  
39, and Major Christopher  
Davey, aged 34, were also nur-  
ing bumps and bruises  
acquired when they ditched in  
the sea off France after a four-  
day struggle against the ele-  
ments.  
They had come closer than  
anyone before in their attempt  
to cross the Atlantic in a bal-  
loon. But the attempt—ironi-  
cally the thirteenth in recent  
times—came to grief after a  
sudden wind change at midday,  
coupled with rapidly falling  
supplies of helium gas to keep  
their £150,000 craft airborne.  
Despite an 8ft gash in their  
balloon, they had survived a  
rough storm on Saturday night,  
which brought them within  
10ft of the sea. By jettisoning  
everything on board, they  
regained sufficient height to  
raise hopes that a 15-knot wind  
would carry them triumphantly  
across the French coast.  
But yesterday the wind sud-

denly changed direction, blow-  
ing the balloon out to sea  
again; and the attempt had to  
be abandoned 110 miles due  
west of Brest.  
Since leaving St John's, New-  
foundland, on Wednesday they  
had travelled more than 2,500  
miles in their bright yellow,  
90ft-high balloon, a record dis-  
tance for a manned, free-float-  
ing flight.  
French officials said they  
were expected to arrive in  
Concarneau, south of Brest,  
early this morning.  
A Royal Navy helicopter had  
been sent to take the two bal-  
loonists back to England, but  
they radioed that they would  
prefer to stay on board the  
traveller Elsinore to sleep after  
their four-day flight.  
"They are dead tired", a  
spokesman said at their track-  
ing station in Bracknell, Berk-  
shire. "They have been going  
now for more than four days

without any sleep. They just  
want a good sleep before fac-  
ing the cameras." He added:  
"We have not spoken to them,  
but we understand they are  
well, apart from a few bumps  
and bruises from the landing,  
which we gather was pretty  
rough."  
The balloonists' 14-foot gon-  
dola, designed as a floating  
survival capsule, was also  
taken on board the Elsinore. It  
was being brought ashore last  
night and is expected to be on  
display today when the bal-  
loonists hold a press con-  
ference at Bracknell.  
RAF Nimrod aircraft have  
been following the journey,  
passing weather information  
and standing by with rescue  
equipment in case of trouble.  
But despite the weary cap-  
sulation to the flight, Mr  
Cameron and Major Davey  
were never in danger, accord-  
ing to observers



## Tory trade unionists warn party not to end strike families' benefit

By Paul Routledge  
Labour Editor  
Conservative trade unionists  
today advise Mrs Thatcher not  
to abolish special security bene-  
fits for the families of strikers,  
saying that most workers view  
the strike as a weapon to be  
used only as a last resort.  
The recommendation, in a  
confidential draft of a 5,000-  
word policy document, *A Plan  
for Government*, by the Con-  
servative Trade Unionists (CTU),  
has been submitted to the Tory  
leadership with the aim of in-  
fluencing the party's general  
election manifesto and the  
conduct of a government led by  
Mrs Thatcher.  
The paper, which will be pub-  
lished in full later this week,  
sets out a policy option that  
some Conservatives may find  
too progressive, but a fast-  
growing organization believes  
that its voice must be heard in  
senior Tory councils.  
It says: "Sometimes strikes  
come about as a result of ex-  
tremist manipulation, sometimes  
from obstinate management  
sometimes from government  
policies, but usually because  
there is a breakdown in com-  
munications between manage-  
ment and shop floor—lack of  
information, lack of consulta-  
tion or inadequate procedure  
agreements."  
"The vast majority of em-  
ployees do not go on strike  
from one year to the next. Many  
of the strikes that do take place  
could be avoided by communi-  
cations and participation  
schemes and by a greater un-  
derstanding of the other side of  
many production line jobs."  
"We recognize that there  
are a minority of people who

go on strike for minor or non-  
industrial reasons and that  
there is public concern on this  
score. It is sometimes sug-  
gested that benefits from the  
taxpayer should not be given  
to the families of those on  
strike. This we cannot accept.  
"We believe the benefits  
should go to those in need,  
whosever's fault it may be that  
they are in need. It would be  
wrong to penalize the wives  
and children because the  
father's action is disapproved.  
In many cases indeed the  
father is an unwilling partici-  
pant in a strike."  
On incomes policy, the  
Conservative unionists say that  
collective bargaining should be  
as free as possible. "Respon-  
sibility in wage bargaining will  
be encouraged by lower direct  
taxation and by a greater  
understanding of both the size  
of the national cake and the  
ingredients of the social wage."  
"Pseudo-statutory  
pay policies are divisive and black-  
mail by governments over con-  
tracts is dishonest and unneces-  
sary."  
The CTU wants productivity  
bargaining introduced in the  
public sector, and for those,  
like policemen, firemen and the  
Armed Forces, who cannot  
benefit from such deals, they  
suggest the government should  
agree with the employees con-  
siderable increases on a pay  
ladder, reviewed from time to  
time by an independent review  
board.  
Unemployment is seen in the  
policy document as "wasteful  
of our most precious national  
asset—the labour force." The more  
encouraging climate of a Con-  
servative government, it adds,  
Continued on page 2, col 6

## Britain failed to guard envoy, Iraq claims

Beirut, July 30—Iraq today  
accused Britain of displaying a  
"colonial mentality of hatred  
and hostility." It would have  
to bear full responsibility for  
any deterioration in relations  
between the two countries, Iraq  
Foreign Ministry spokesman  
said, reported by the British  
Iraqi news agency (INA), said  
Iraq had neglected its duty  
of protecting Mr Tahs Ahmed  
al-Dawood, Iraq's Ambassador  
in London, who escaped death  
last week when a grenade  
exploded under his car.  
The attack followed Bagh-  
dad's decision last Thursday to  
expel 10 British in retaliation  
for the expulsion of 11 Iraqis,  
including seven diplomats,  
from Britain the day before.  
In a rare, unusual but sharp-  
worded statement, the Foreign  
Ministry was quoted as saying  
Britain had treated its duty in  
protecting the ambassador  
"with contempt."  
"Iraq warns the British Gov-  
ernment against the danger of  
allowing Iraqi citizens and  
employees in Britain to any  
harm", the statement said.  
It described as "strange", a  
statement by Dr David Owen,  
the Foreign Secretary, issued  
after Iraq's decision to expel  
British diplomats. "But we  
details on the phrases Baghdad  
found objectionable."  
"The behaviour of the British  
authority means nothing  
but a stand of hatred and hos-  
tility by the British govern-  
ment, which has a colonial  
mentality, the ministry con-

tinued. It was not the first  
time the British authorities  
had behaved in a "provocative  
and indecent" way against  
Iraqi employees and officials.  
Referring to what it termed  
Dr Owen's "thesis", that Iraqi  
British relations might  
deteriorate, the statement  
said: "We assure the British  
Foreign Minister that the Iraqi  
people are able to give him  
and those who have a colonial  
mentality lessons on the decent  
treatment of foreigners."  
Britain would have to  
assume full responsibility for  
any deterioration in relations  
between Iraq and Britain, in  
which "the British side will be  
worse affected".—Reuter.  
Roger Berthoud, writes: Scot-  
land Yard said that embassies  
in London which felt they  
required protection could ask  
for it and, where it was consid-  
ered appropriate, would be  
given coverage by the police  
diplomatic protection group.  
The Iraqi Embassy was on  
that group's list, and Scotland  
Yard felt it was given ade-  
quate coverage.  
The Foreign Office re-  
iterated the view of Dr Owen  
that security had not been lax,  
and pointed out that from the  
start the British Government  
had not wanted the expulsion  
of the Iraqis to interfere with  
normal political, trade and cul-  
tural relations.  
Meanwhile Mr Dawood left  
London yesterday to take up a  
new post.

## Department sticky over Green Shield stamps

By Alan Hamilton  
The Civil Service Department,  
always a model of thoroughness,  
has uncovered a malpractice which it intends to  
stamp out with alacrity. Civil  
servants moved to new jobs by  
their employers are to be for-  
bidden to accept Green Shield  
stamps.  
Government employees who  
are moved to a new location,  
either by promotion or rede-  
ployment of their department,  
are reimbursed for their  
removal expenses. It has come  
to the notice of Treasury ad-  
visers that some removal firms  
offer the inducement of trading  
stamps, or lottery tickets with  
which the customer may win  
£1,000, or even a new car.  
Advice has been sought from  
the Treasury Solicitor, who has  
given the opinion that anyone  
being paid his removal expenses  
from public funds who receives  
a "kickback" is indulging in a  
fraudulent activity and ought  
to be stopped.  
Instructions are about to be  
issued to all civil servants ad-  
vising them to refuse all addi-  
tional blandishments from  
removal firms and suggesting  
that any trading stamps or lot-  
tery tickets that may be forced  
on them should be handed in to  
Whitley.  
The Civil Service Department  
quite properly attempted to  
introduce its proposals through  
the established union negotia-  
ting machinery, the National  
Whitley Council, but union  
leaders had difficulty in taking  
it seriously.  
"This is a silly matter. The  
department is going to quite  
unnecessary lengths", Mr  
Edward Hewlett, of the Institu-  
tion of Professional Civil Ser-  
vants, said.  
Union negotiations have been  
abandoned, but the department  
is to introduce its ban regard-  
less. Union advice to members  
is to deal with a non-stamp and  
non-lottery removal firm, even  
if it is the dearest. After all,  
they point out, the department  
is paying.  
The department is unrepent-  
ant. "We are concerned about  
reimbursement of public  
funds. The giving of stamps  
and lottery tickets could lead to  
a large-scale rip-off", the chief  
spokesman said.  
Officials of the department  
are considering the feasibility  
of asking every civil servant  
who moves house at his em-  
ployer's expense to provide a  
certificate with his bill proving  
that he has received nothing  
other than a vanload of furni-  
ture.  
A Green Shield stamp is  
worth 0.033p at face value. A  
removal bill of, say, £500, would  
attract about 20,000 stamps, or  
156 books, or a redemption  
value of £8.40 in goods. At that  
rate, for each of the 10,000  
civil servants who move each  
year, the department could be  
richer by one bread bin, or  
three kitchen pans, or a battery  
wall clock.

## Channel swim by boy of 13

Carl Benniston, aged 13, of  
Eaves Street, Blackpool, has  
become the youngest person to  
swim the English Channel.  
He landed at Wissant in  
northern France last night after  
swimming from Shakespeare  
Beach, near Dover, in 12 hours  
39 minutes.

## plea on peace talks to budge Mr Sadat

Iran special envoy, Mr  
Thurston, failed to persuade Presi-  
dent of Egypt to enter  
at peace talks with  
Israel. It is understood that  
Washington to end the  
1st deadline. The de-  
vils raised some doubt

## Belgrade nations ignore divisions

The conference of non-aligned  
nations its closing session in  
Belgrade delayed for 24 hours  
by splits in the movement, has  
issued a declaration avoiding  
any mention of the causes of  
the dispute between its mod-  
erate and radical sections. It  
was the first meeting since the  
movement was founded in 1961,  
at which delegates seriously  
challenged the view that the  
Soviet block was their natural  
ally. Page 4

## Poster campaign by Tories

The Conservative Party starts its  
election campaign with a poster  
attack on the Government's  
employment record. A thousand  
posters are to be put up in the  
campaign, which ends in Sep-  
tember. Mr Callaghan has told  
Labour MPs that the Tory cam-  
paign will be on a scale unpre-  
cedented in Britain. Page 3

## Libya submarine seizes Sicilians

A Libyan submarine has seized two  
Sicilian fishermen and  
intends to charge them with  
violating Libyan waters. The  
Sicilian trawler captain said  
naval officers with machine  
guns appeared when the sub-  
marine surfaced and ordered  
his men off. Page 3

## German triumph for Andretti

Mario Andretti, driving a JPS  
Lancia, took a firm grip on the  
world motor racing champion-  
ship when he won the German  
Grand Prix at Hockenheim.  
Jody Scheckter was second and  
Jacques Laffite third. Page 6

## Wine disaster

Navers, July 30—A storm  
destroyed about 80 per cent of  
this year's crop in the Pouilly  
vineyards in the Loire region  
today.—Reuter.

## Motorists brave jams and floods

Heavy rain caused chaos on  
roads in the south of England  
yesterday. In London the RAC  
reported 132 accidents and  
there was heavy congestion on  
roads to the capital.  
Traffic was also affected in  
many parts along the Essex  
coast and in border regions with  
Suffolk. Roads were flooded up  
to a depth of two feet in places.  
At Clacton, Essex, a house  
was damaged by lightning.  
Referring to the high number  
of accidents in London, the  
RAC said: "It seems that many  
drivers just do not know how  
to cope when roads become  
greasy and dangerous."  
Scotland Yard's traffic con-  
trol centre was busy coping  
with the accidents as well as  
the return of thousands of  
motorists who left the capital  
for the weekend to seek the  
sun, especially in the West.  
Weather forecast, page 2

## Threats that air traffic chaos may worsen

By Tim Albert  
Thousands of would-be hol-  
idaymakers sat and waited  
in British airports for much  
of the weekend as industrial  
action by French air traffic  
controllers delayed flights by  
up to 36 hours.  
Representatives of the  
French controllers said that  
they may take stronger action  
unless their government agrees  
to start negotiating.  
Mr David Hurst, of the  
British Airports Authority,  
said: "Normally we would  
expect two or three days to  
clear up the backlog. But if  
they decide to step up their  
action we shall really be in  
trouble."  
An official of the Association  
of British Travel Agents said:  
"It is deplorable that this dis-  
pute should be allowed to drag  
on, and we have made urgent  
representations to the French  
Government."  
Gatwick airport, which  
handles a high proportion of  
charter flights, was one of the  
worst affected. The stress was  
beginning to tell on the staff,  
Mr David Hurst said. "People  
are working long hours, and  
working full out, just grabbing  
a sandwich instead of taking a  
proper break."

## Mr John Mackintosh dies

By Our Political Correspondent  
By the death yesterday of Mr  
John Mackintosh, aged 48, MP  
for Berwick and East Lothian  
and part-time professor of poli-  
tics at Edinburgh University,  
the Labour Party has lost one  
of its staunchest champions of  
Europeanism and devolution.  
His death puts the Govern-  
ment into a minority of 17  
against all other parties in the  
Commons, although they have  
regular supporters from Nor-  
thern Ireland and the Scottish  
Labour Party, bringing it down  
to nine in any crucial division.  
Mr Mackintosh represented a  
marginal constituency. At the  
October, 1974, general election  
the voting was: J. P. Mackin-  
tosh, Lab, 20,682; Michael  
Ancram (the Earl of Ancram),  
C, 17,942; R. Macleod, SNP,  
6,323; C. F. Lawson, L, 2,811;  
Lab majority 2,740. At the  
February, 1974, general election,  
Michael Ancram had a majority  
of 540.  
Mr Tam Dalyell, Labour MP  
for West Lothian, said yester-  
day that a memorial meeting  
had been arranged at the House  
of Commons on Wednesday. Dr  
David Owen, the Foreign and  
Commonwealth Secretary, will  
be among the speakers.  
Obituary, page 15  
Match report, page 4

# Take the Rolls non-stop to Nairobi.

Our Rolls-Royce powered 747s  
now fly to Nairobi non-stop seven  
times a week.  
Additional 747 services depart  
each Friday, Saturday and Sunday.  
We also offer  
you the only direct  
service to Dar es  
Salaam and the  
fastest route to  
Ethiopia.

## British airways



13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100







COME NEWS

## Labour campaign starts with attack on Conservative's jobs record

Political agent... than a thousand posters... been booked by the... Party for a... advertising campaign... today, drawing atten... that it says is the Gov... 's dismal record on un... The posters show... queue, with the mes... Labour isn't working... although had advance... of the campaign, he... was able to tell the... Party on... that he believed the... could be spending £2m... money losing through... and September and... other.

is not a party to govern and unite Britain." The posters are the biggest yet used in the United Kingdom for political advertising. They were signed by advertising agents in consultation with Conservative Central Office. Mr. Barney Hayhoe, MP for Hounslow, Brentford and Isleworth and opposition spokesman on employment, speaking at a Conservative agents' conference in Rugby yesterday, said ministers could bluff and puff, but they could not gain the brutal reality that Labour had become the "party of unemployment". During every period of Labour government, from the minority Government of 1924 onwards, the dole queues had been longer when they left office than when they came in. Since March 1974, when they were returned to power on the slogan "Back to Work with Labour", unemployment had increased by more than 4,000 for every week they had been in office, Mr. Hayhoe said. Over the weekend Mr. Norman Atkinson, MP for Harrogate, Tottenham, and treasurer of the Labour Party, met trade union leaders to appeal for support for Labour's campaign funds. When Mr. Callaghan spoke of the Tories having £2m for their campaign, it was reported that Labour had only £190,000 available for the same period. Both parties seem to be working on the assumption that the election will be in October.

## Old military aircraft fly despite weather

By Arthur Reed  
Air Correspondent  
In spite of low cloud and bursts of heavy rain, the Shuttleworth Trust presented a flying pageant of its historic military aircraft at the trust's airfield at Old Warden, Bedfordshire. The trust was established in 1944 in memory of Richard Ormonde Shuttleworth, who had assembled many items now in the collection and who was killed while serving in the RAF during the Second World War. The earliest flying machine in the collection is a crashhopper built in Cambridge between 1868 and 1877 for £1,000. A curious device with birdlike flapping wings, it never left the ground, but its design inspired many of the successful aviation pioneers at the turn of the century. Another of the earlier jewels in the collection is a monoplane of the type used by Blériot to make the first flight across the English Channel in July, 1909. The aircraft is thought to have been used at a flying school run by Blériot at Hendon, North London, in 1910. After a crash in 1912 and later rescue from a scrap yard under the railway arches at Blackfriars, London, the aircraft was restored and flown by Richard Shuttleworth in 1936. The only aircraft in the collection that is not an original is a Bristol Boxkite, a design of 1910, which was built for the



A Gloster Gladiator flying low during the Shuttleworth military air pageant.

film, *Those Magnificent Men in Their Flying Machines*. First World War aircraft displayed were an Avro 504K two-seat biplane trainer, a Sopwith Pup single-seater, a Bristol Fighter F2b, and an SE5a fighter. Aircraft representing the period between the wars are also included in the collection.

A 1938 Gloster Gladiator biplane yesterday made several low passes across the airfield. Two newcomers to the collection are being restored in the workshops. They are a 40-year old Hawker Hind light bomber which was brought back to Britain from Afghanistan, an overland journey of 6,000 miles,

and a de Havilland DH88 Comet racer of 1934. The Comet is one of three which in that year were entered for the London to Australia air race. The aircraft under restoration was named Grosvenor House. Flown by C. W. A. Scott and T. Campbell-Black, it won the race in 70hr 54min.

## Britain 'willing victim' of Israel boycott

By Our Business News Staff

The Government is accused today of failing to protect companies threatened with blacklisting by Arab states for contravening the Arab boycott of Israel.

The claim is made in a book, *The Economic War against the Jews*, whose authors imply that the British have become "willing victims" of the boycott.

While the Government is failing to look after British companies coming under threat, the Foreign and Commonwealth Office is actually co-operating with the system, it is suggested.

The allegation is based on the Foreign Office's attitude towards so-called negative certificates of origin, documents which state that a company is not trading with some of the Arab states. It is not connected with any firm on the black list and that the goods concerned are of British origin.

British chambers of commerce refuse to certify these, so the Arabs demanded they be authenticated by the Foreign and Commonwealth Office. The Foreign Office routinely gave in to this demand, lately claiming it only certifies the signature of notaries public, and was not concerned with the actual content of the documents it signs, the authors say.

The system, which the authors argue is gravely damaging British-Israel trade, operates on the principle that a company will be blacklisted on Arab markets if it invests in or does business with Israel.

The boycott office in Damascus claims that the boycott does not affect "ordinary business dealings" with Israel and is aimed only at transactions that might support the Israeli economy, develop its industry, or increase the efficiency of the Israeli military effort.

But in practice the rules are confusing and contradictory. In recent years this second boycott, the first being the

refusal by the Arabs to have any direct dealings with Israel, has spawned a further variation, the so-called tertiary boycott.

That penalizes those who do business with blacklisted firms. Last year the Metal Box group, a blacklisted organization, pulled out of a 25-year-old investment in Israel after threats to several of its main customers by Arab countries.

The authors state cases in which valuable trade has been lost to Britain because of British companies' fear that they might contravene the boycott.

In 1975 the Israel Ports Authority approached 18 British firms, inviting them to build tugboats worth £3,500,000. Although tenders were received from 35 non-blacklisted companies, only two British firms even replied to the Israeli offer, and both refused it.

Plessey, the electronics company, was approached by an Israeli military mission interested in some of its equipment. Plessey advised them that it did not want to deal with Israel.

A similar case, the book says, involved Koor Industries, Israel's largest industrial group. Koor approached two British firms.

"The aim was to set up a ceramics factory in Israel, and the proposition at first interested both companies until one bowed out, saying it would be 'most inadvisable' for it to become involved with Israel in any way whatsoever." The other then withdrew, being reluctant "to go it alone", the book states.

The authors, both of whom recently appeared before the House of Lords Select Committee on the Foreign Boycotts Bill, draft legislation designed to counter the blacklisting system, believe the Government must take strong action to protect British interests.

*The Economic War against the Jews*, by Terence Prittle and Walter Henry Nelson (Secker & Warburg, £5.90).

## ally to Soviet jackboot

Political Staff... sentences imposed on... by the Soviet Union... the mark of the same... that had Czechoslovakia... into the mud 10... Mr. Christopher... of the Young... said yesterday... young Conservatives... mass rally in Trafalgar... on August 20 to com... the tenth anniversary... invasion of Czechoslo... Warsaw Pact troops... ally and other events... the day are being... in conjunction with... 368-1978. Occupation... ary Committee, which... is eastern European... the United Kingdom... ent, said: "By their... whichhunts... against... the Soviet Union has... nce again, that it is... and intolerant regime."

## More self-help policing urged

By Peter Evans  
Home Affairs Correspondent

The belief that the police, the courts and the conventional institutions and systems can by themselves hold back the rising tide of crime is almost completely misplaced, Mr. John Alderson, Chief Constable of Devon and Cornwall, told a conference of the Magistrates' Association at Nottingham yesterday.

"The public was often led to believe that if only the courts would find the right methods of punishment, crime would drop, he said.

"This is patently false. Too much is expected of our system of criminal justice, which at very best is capable of coping with only some of the worse excesses, though in the main it disposes of only incompetent offenders."

Mr. Alderson's answer to rising crime is a new concept of community policing, with neighbourhoods, street by street,

involved in preventive schemes. Promising results, reflected in crime figures, are beginning to show in one area of Devon and Cornwall, where the concept has been tried.

The scheme seeks to overcome weaknesses in present crime fighting. The trouble, Mr. Alderson said, was that the entire resource of the penal, reformatory and rehabilitative systems were devoted to only a tiny fraction of offenders.

Recent research had disclosed that only a tenth of crime was reported to the police. Even that was a gross underestimation if minor criminal offences involving, for example, motorway dishonesty and sex were included.

According to Home Office statistics, 2,135,713 indictable crimes were reported in 1976, of which the police cleared up 43 per cent. But if that represented a tenth of all crime, then more than 21 million offences were committed in England and Wales.

"Of this national figure of crime, therefore, less than a fortieth was brought to any form of official disposal. It defies both logic and common sense to claim that dealing with less than half of 10 per cent of offenders is dealing with the problem satisfactorily," Mr. Alderson said.

Describing the evolution of new preventive policing in his force over the past four years, he said a team of police officers was set up and began by analysing crime trends, calling public meetings, and launching self-help experiments. Police donned track suits, helped to organize children's games in local parks, and invited parents to assist.

A consultative group was formed, drawing together social agencies such as in education, transport, planning, magistrates, licensed victuallers, the church, unions and voluntary organizations to consider cooperative action.

## Simplified housing benefit plan for poor suggested

The plight of the poorest and most badly housed people presented three increasingly urgent housing problems, Professor David Donnison, chairman of the Supplementary Benefits Commission, told the annual conference of Shelter in Nottingham yesterday.

The problems, he said, were how to help homeless people without a settled way of living; how to understand the increasingly complicated and confusing attempts to help poorer people to meet their housing costs; and how to help the growing numbers of elderly, poor owner-occupiers to keep their homes in decent repair.

Professor Donnison said the first problem was growing more urgent because rising unemployment was adding to the numbers of homeless and rootless people which included young people of the sort not

seen since the 1930s. The essential need of those without a settled way of living was for shelter.

He added that the "confusing array" of schemes devised to help poorer people to pay for housing and fuel made distinctions not according to real difference in need but according to whether people were drawing supplementary benefit.

"This state of affairs is intolerable," Professor Donnison said. "We are therefore hoping for a single scheme of housing benefit which would cover all low-income householders."

Turning to the third problem of keeping the elderly owner-occupier's home repaired, Professor Donnison said: "What we must set up is a recognized and regular service of maturity loans."

## Charges expected soon in Norman Scott case

By Stewart Tendler

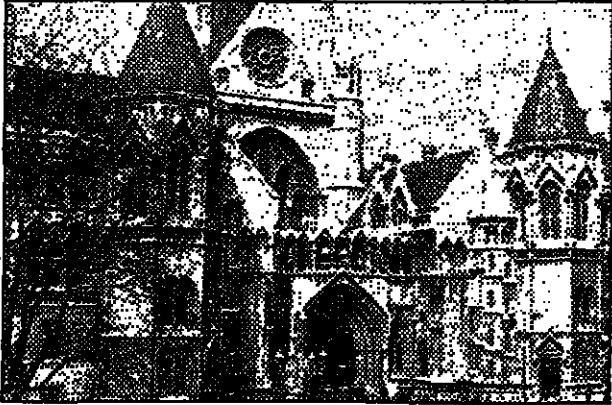
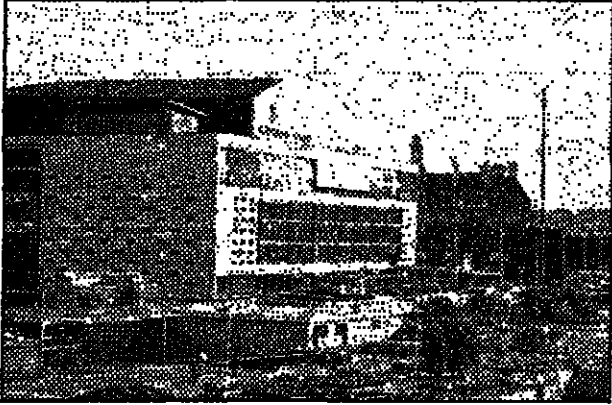
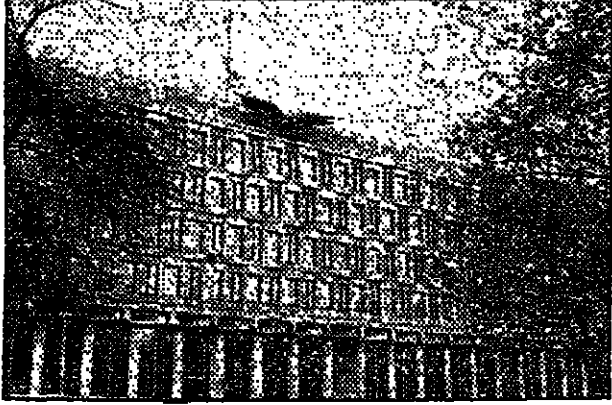
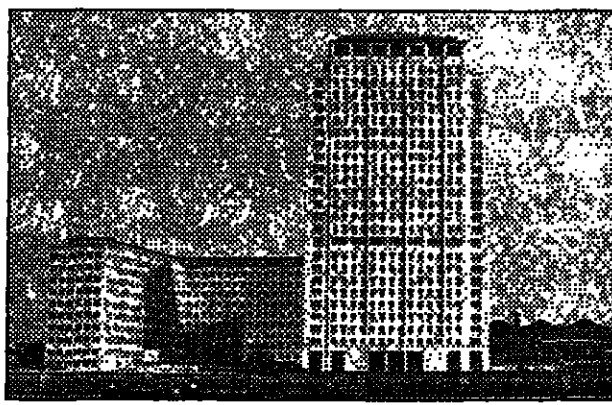
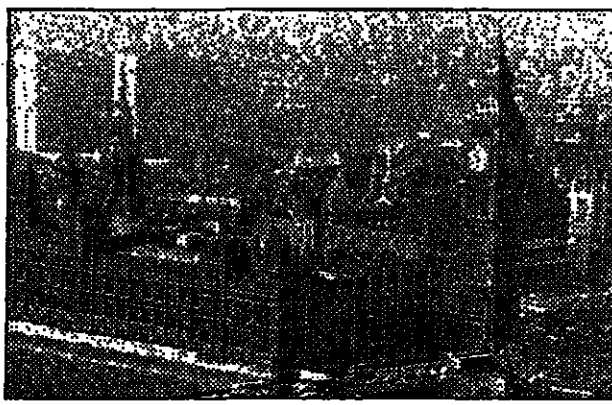
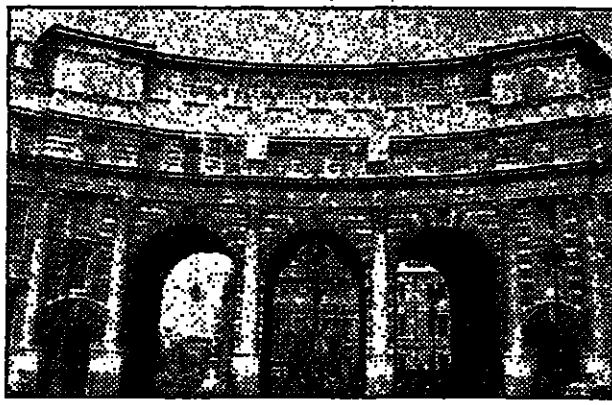
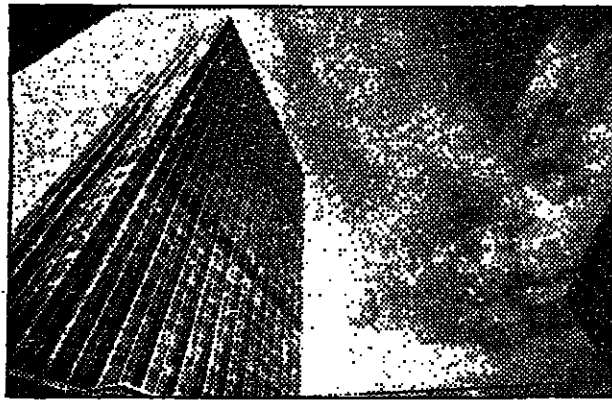
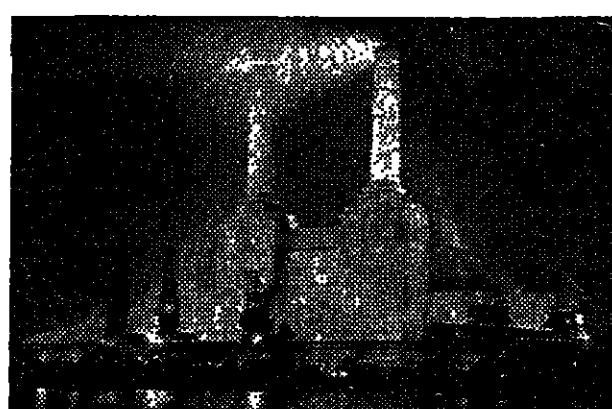
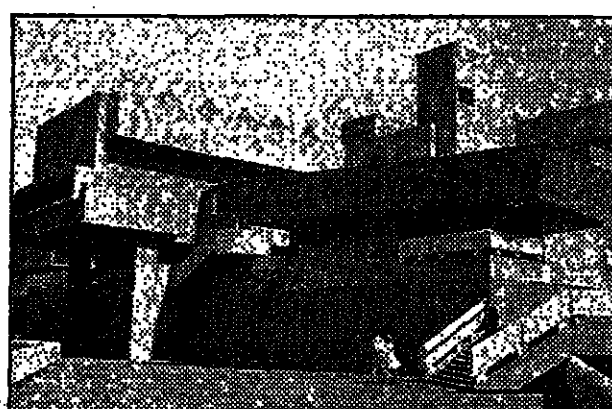
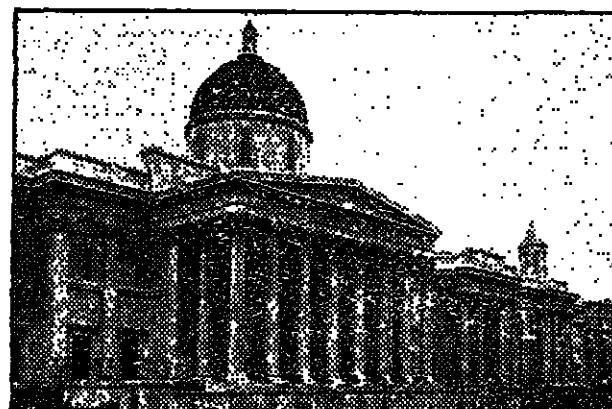
Charges are expected shortly in the Norman Scott affair after the submission of a police report to Mr. Tony Hetherington, the Director of Public Prosecutions, earlier this month.

Police officers from Avon and Somerset have been asked to make a number of further inquiries but sources close to the investigation say they amount to checking various aspects of

the case. The sources suggest that charges will be made soon, although the DPP will be on holiday.

The investigation began last autumn after Mr. Andrew Newton, a former airline pilot, alleged he had been hired to kill Mr. Scott. Mr. Scott has claimed he had a homosexual relationship with Mr. Jeremy Thorpe, the former Liberal leader, which Mr. Thorpe has always strenuously denied.

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# WEST EUROPE

## President Eanes to decide if Portugal can afford election

From Jose Sherriff  
Lisbon, July 30

President Eanes is continuing his efforts to form a third constitutional government in Portugal after dismissing Dr Mario Soares, the Socialist Prime Minister, last week.

He has consulted the Council of the Revolution and the political parties represented in the Assembly, as well as business, industrial and other social bodies.

The Socialist Party, obviously surprised and indignant at the decision to dismiss the Prime Minister, met this weekend to consider the situation. Dr Soares has said his party would be "flexible" in its endorsement to help to find a solution to the crisis. At first, Dr Soares refused to lead a caretaker government, but later agreed.

Dr Francisco Sa Carneiro, leader of the second parliamentary party, the Social Democrats, continues to insist upon early parliamentary elections. His party is not interested in taking part in any government before such elections, he declared after a meeting with President Eanes this weekend; nor would it be in any government that included Communist members.

The Democratic Centre party, which was allied with the Socialists in the second constitutional Government, would prefer a civilian prime minister. Dr Diogo Freitas do Amaral, its leader, said his party was not against early elections.

Dr Alvaro Cunhal, the leader of the Communist Party, speaking after a meeting of the party's central committee, supported the Socialist Party, saying that any government should have the majority party as its fulcrum point. The parliamentary balance should be maintained in the future government. The National Democratic Union Party, which has only one seat in the assembly, expressed itself as firmly in favour of early elections.

Whether the country can afford elections either socially or financially at this tense moment of its political history is a matter for President Eanes to decide. It is not yet known when he will make his expected announcement to the country.

In addition to the matter of the economic cost of an election, there is concern here over possible delay in pursuing negotiations for entry into the European Community.

## US thinks of shift in missile strategy

Washington, July 30.—The United States is nearing a critical decision on whether to develop a new generation of nuclear-armed missiles to deploy in Western Europe in the 1980s. Such a step would constitute a basic shift away from the strategy of relying on intercontinental missiles to protect Europe.

The change is being considered because of concern about the Soviet Union's deployment of new medium-range bombers and missiles directed against Western Europe. West Germany, in particular, has expressed concern over the Soviet arms and is pressing the United States to respond, possibly by deploying a ground-based version of the cruise missile.

President Carter has ordered a study of the proposal to be completed in six months.

Government officials said it would probably be necessary to proceed with a new missile, but they emphasized that such a decision would have far-reaching consequences for the Western alliance and for East-West arms control negotiations.

President Carter has ordered a study of the proposal to be completed in six months.

# OVERSEAS

## American emissary fails to meet Mr Sadat on resuming direct peace talks with Israelis

From Christopher Walker  
Alexandria, July 30

The new momentum towards Middle East peace received a sharp setback after a two and a half hour meeting here today in which the American special envoy, Mr Alfred Atherton, apparently failed to persuade President Sadat to resume direct negotiations with Israel.

President Sadat declared after the meeting that his peace initiative had reached a "decisive turning point". This was interpreted by diplomats as indicating that a final decision on its future may be taken within the next few weeks.

The Egyptian leader went on to accuse the Israeli Government of introducing two negative elements into the process. These were the statement by Mr Moshe Dayan, the Israeli Foreign Minister, that there was no possibility for territorial compromise, and the remark by Mr Menachem Begin, the Prime Minister, that Israel would not be prepared to give up land in Sinai without receiving something in return.

Of Israel's refusal to return any occupied lands without receiving something in return, Mr Sadat stated: "This is rejected 100 per cent by us and we are not ready before this is declared cancelled to six with the Israelis."

President Sadat said that the Egyptian Government had at no time agreed to a further round of direct negotiations, an idea which he had first heard from the Israeli Prime Minister.

"Really, I do not favour Sinai now," he said. "If it is agreed upon officially that land and sovereignty is dropped out of any compromise and Israel is ready to sit and discuss peace in all its aspects, especially the security one, we shall be ready to sit and discuss anything."

By early tonight, it was regarded as uncertain whether Mr Cyrus Vance, the American Secretary of State, would undertake his own round of shuttle diplomacy unless there were signs of a break in the deadlock.

Mr Atherton refused to say publicly whether the Vance talks would take place. A final decision would have to be taken in Washington, he said.

The American Administration has been taken aback by President Sadat's firm stance of recent days. The Egyptians

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## Spain's senior commanders reaffirm loyalty to King

From Harry Debelius  
Madrid, July 30

Spain's senior armed forces officers reaffirmed their loyalty to King Juan Carlos and to the Government of Senior Adolfo Suarez in Madrid this weekend in a statement that seemed more like a warning to soldiers than a reassurance of the people.

The joint chiefs of staff issued the statement, published in all Madrid newspapers today, saying: "No terrorist act will deter the armed forces from the fulfilment of their duty in the service of Spain under the supreme command of his Majesty the King and the authority and direction of the Government."

The statement was motivated, in its own words, "by the tragic events that have occurred lately in our fatherland". It also made a point of something that should be obvious to all military men: "the superior organism in the military chain of command of the armed forces".

The "tragic events" included the fatal shooting of an Army general and his aide in Madrid nine days ago by political extremists. The double murder was the first since the end of the civil war that the Army, rather than police or politicians, was a target for terrorism. It increased unrest among professional soldiers, already concerned about the increase in political violence.

The declaration came two weeks after Lieutenant-General Tomas de Liniers, the Army Chief of Staff, praised the "legitimacy and justice" of the Argentine military regime, which came to power through a coup.

## Sicilians are seized by submarine

Mazara del Vallo, Sicily, July 30.—A submarine from Libya seized two Sicilian fishermen after intercepting their trawler. Italian authorities said tonight.

Libya has confirmed the action and intends to try the two men on charges of violating Libyan territorial waters, said the Italian Foreign Ministry later in Rome.

The ministry said that the two, identified as Bartolomeo and Matteo Ingargiola, cousins aged 40 and 42, were in good condition and Italian consular officials in Tripoli were in touch with Libyan authorities regarding them.

The two were taken away while fishing on board the trawler Eschilo, whose captain said the submarine suddenly surfaced 30 miles north of the Sicilian mainland and outside Libyan waters. Naval officers with machine guns ordered the fishermen on to the submarine, he said, and the Ingargiola cousins volunteered so as to let the others in the 11-member crew go free.

The incident was the latest in a series involving Sicilian fishermen with North African governments. Libya was reported to have taken delivery of four Agosta class submarines from Spain earlier this year.

## Renoir and Degas works stolen in Hamburg

From Gretel Spitzer  
Berlin, July 30

While the alarm system was being repaired after a break-down thieves stole 22 paintings from the Hamburg Kunsthalle early today.

They included "In Front of a Mirror" by Degas and "Mme Leroux" by Renoir. The other paintings were by Hamburg artists. Together they were valued at between DM1.5m and DM2m (about £375,000 and £500,000) according to first estimates.

The police believe that three or four people were involved in the theft, which was discovered this morning. It was the biggest art theft in Hamburg.

The thieves apparently took their time in collecting the paintings from three different rooms, removing them from their frames, and hanging most of the frames back into place.

The electronic alarm system was under repair after giving a false alarm last Tuesday. Difficulties in finding spare parts for the obsolete system delayed the repair.

## Knives out at 'friendly' football match

Cologne, July 30.—At least 15 British and West German football supporters were injured—some of them knifed—when fighting broke out during a friendly match between Manchester United and FC Cologne yesterday.

The police said about forty of the 500 Manchester United supporters were armed with knives and bladed chains and were "acting aggressively" on the terraces during the match, which ended in a 1-1 draw.

Ambulances ran a shuttle service to take the injured to hospital. After the game police escorted the Manchester United supporters to Cologne railway station.

## Polio epidemic 'on the decline' in Holland

From Our Correspondent  
The Hague, July 30

Although the registered number of poliomyelitis cases in the Netherlands has reached 95, the Dutch Minister of Public Health says the epidemic which started last April is now on the decline.

According to the Ministry, a number of cases recently reported concerned patients who had already been ill for several weeks, creating the erroneous impression that there had been a resurgence of the epidemic. None of the victims had been vaccinated against polio. All belong to fundamentalist religious sects that consider vaccination to be interference with the divine will.

No deaths have occurred during the present epidemic and in most cases the symptoms of paralysis are disappearing relatively light. Vaccination programmes after an epidemic in 1956 put an end to outbreaks on a large scale.

## Earth tremors near Rome

Rome, July 30.—Fairly strong tremors shook a wide area of central Italy north of Rome early today, causing some panic in Orvieto, Terni, Perugia, Narni and Spoleto.

There was slight damage. The strongest of the shocks was recorded at 7.20 am and was felt in the north sections of suburban Rome and read five degrees on the open-ended Richter scale.—AP.

## 300 occupy doomed Riviera casino

From Ian Murray  
Paris, July 30

The notice at the door was changed this morning to read "108th day of occupation".

Union banners festoon the facade. Sympathizers are asked to sign a book and buy a postcard to support the protest. It is a scene common enough in France where workers' strikes inevitably come after the closure of a business.

But this one is going on at one of the fashionable addresses in the country—the Promenade des Anglais in Nice and at one of the unlikely places ever to go bankrupt. The Palais de la Méditerranée was seven years ago the most successful casino on the Côte d'Azur.

The run of bad luck which ended in the court case being fixed to the doors of the huge gaming room at 2.30 pm on April 14 this year, has been well researched by the French press.

The Mafia has been linked by the newspapers with prominent politicians, stage performers and the Marseille underworld to create a plot worthy of being a sequel to *The Godfather*. One account speaks of "a corpse a month in the battle of the casinos".

The sudden collapse demands some explanation. The 300 former employees of the casino are convinced they know it. "They wanted to shut us down," the sit-in leaders say without specifying who "they" are. "The one thing that brings more money than tourism is property speculation and a site like this is irresistible."

The Palais de la Méditerranée was built 50 years ago in a more spacious area. It covers 17,000 square metres and is a natural target for developers. The city of Nice itself, however, has its eyes on it.

M. Jacques Médéric, the Mayor of Nice, won unanimous acceptance from the town council earlier this month for his project to raise a loan to buy the site and turn it into a cultural centre at a cost equivalent to a quarter of the city's annual budget.

M. Médéric claims there would be a minimum loss of jobs as a new gaming room would be opened in the centre. The occupying workers do not believe it. They have agreed to continue their occupation until such time as the police are called in to shift them.

So the 300 workers have been divided into four shifts by their two unions, the Communist CGT and the moderate Force Ouvrière, to ensure day and night occupation.

Inside the great marble entrance halls the shifts are watching television or playing cards. Skilled hands shuffle, cut and deal the cards but they play for stakes of one franc (11p) rather than for the chips worth hundreds. Many of them have spent their careers handling them.

A notice calls on the "Comrade workers" to keep the building clean.

The sit-in leaders conduct guided tours for journalists, pointing out the Rodin statue on the staircase, the bronze-cast ballustrades, and all the grandeur, and say incredulously: "They think they can cram the entire gaming room into a space above the staircase."

## Non-aligned states devise formula to avoid split

From Dossa Trevisan  
Belgrade, July 30

Twenty-four hours behind schedule the 85 foreign ministers of the non-aligned states today agreed on a formula to hold their movement together until their heads of government meet in Havana next year.

The movement is given by the main one being Cuba's military involvement with Soviet moves in Africa. But the squabble between Vietnam and Cambodia and hostility between Arab groups of the Sahara region have added to the wrangling at the conference here.

At the roots of the conflict lies the ideological question of where the movement is heading for the first time since the non-aligned states formed the organization in 1961—largely as an anti-communist and anti-imperialist grouping—the idea that Russia is a natural ally is not only being seriously challenged but is steadily gaining more followers.

Although the conference ended by condemning attempts to split the movement, the final declaration tacitly avoided the main points at issue. The main one being Cuba's military involvement with Soviet moves in Africa. But the squabble between Vietnam and Cambodia and hostility between Arab groups of the Sahara region have added to the wrangling at the conference here.

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## Tories three weeks on Rhod

By George Clark

When the Conser against the Govern 'ready to show approval of the han Rhodesian proble: David Owen, the F renary, they will de vation of motion. Mr John Davies, Foreign and Co Secretary, knowing a divided party with more than 80 presen for an end i will make a broad at Government.

A motion table Reginald Maudling, Home Secretary, and 126 Conservatives, "the best hope o disaster in an i legality, an interm self-government bas internal settlement."

A third group of tives, led by Sir Bennett, MP for Te enaged in a m Dr Owen "for his ment of the -lter ment"

## Chess marathon sets a record

From Harry Golombek  
Chess Correspondent  
Baguio, Philippines, July 30

The twice adjourned fifth game in the world championship ended after a further hour and a half of play with a draw by stalemate. The 124 moves made it the longest world championship game on record, in this century at any rate.

Never did Kordnoi look like winning the ending after the second adjournment. It was a bitter disappointment for him since it has been discovered that he twice missed a win while in time trouble during the second sitting.

Sandwiched in between the second and third sessions of the fifth game, the sixth game pursued a brief course yesterday. Both players were obviously tired and it was a little surprising that neither took time off to rest.

Under the match regulations each player is entitled to three postponements and perhaps both Karpov and Kordnoi were waiting for the other to claim a postponement and thus use up one of his three rests.

Another surprise was Karpov chose to play the English opening as white. This had been played so far in the match by Kordnoi only and then it had transposed into other openings.

Karpov obtained quite a favourable position out of the opening with some possibilities of a kingside attack. But he was, if anything, even more tired than Kordnoi and offered a draw on the twenty-third move which Kordnoi accepted. So the match has lasted a fortnight and all six games have been drawn.

Kordnoi has come near to winning two games and has rarely looked in danger. The question now is which player has the greater stamina and whether Karpov can begin to show his best form.

Fifth game. White: Kordnoi, black: Karpov. Nimzo-Indian Defence.

Left, the fifth game after 91 moves with Kordnoi (v) to move. Right, the final position in the sixth game Karpov's (white) twenty-third move.

## S Africa likely to endorse Namibia deal

From Nicholas Ashford  
Johannesburg, July 30

It now seems almost certain that the South African Government will agree to go ahead with the Western settlement plan for Namibia (South-West Africa) which was endorsed by the United Nations Security Council last week. However the Cabinet, which is now due to give its final verdict on the plan tomorrow, is still divided on the twenty-third move.

Mr R. F. Botha, the Foreign Minister, returned from New York last night and immediately briefed Mr Vorster, the Prime Minister. The Security Council endorsed two resolutions—one embodying the Western plan and the other, which has so annoyed the South Africans, calling for the "reintegration" of Walvis Bay into an independent Namibia.

On his return Mr Botha once again angrily attacked the five Western powers for allowing the Walvis Bay issue to be introduced at the security council.

He told reporters, however, that he had received an explanation for the West's actions from Mr Cyrus Vance, the American Secretary of State. It was now up to the Cabinet to decide whether sufficient confidence had been restored for it to cooperate in the implementation of the settlement.

It is likely that Mr Botha, concerned about the danger of sanctions in the event of South Africa rejecting the deal, will urge the Cabinet to plan with the settlement. However, some right-wingers, including Mr P. W. Botha, Defence Minister, are expected to oppose it.

Shantytown prayers: A racial crowd of about including Mr Colin Eglin leader of the Opposition, in the rain at the Cross African squatter camp Cape Town this afternoon pray for the community. Town Correspondent writes.

Among those present Mgr Ernest Green, Roman Catholic Bishop of Cape Town, and the Most Rev R. Selby Taylor, former Bishop of Cape Town.









From John Blunsden  
Huckenheim, July 30

## Football

The introduction of foreign players to English football moved a step nearer yesterday when the Football League managers agreed to accept the signing of Tottenham Hotspur's signing of the Argentines, Osvaldo Ardiles and Ricardo Villa and raised the ceiling on the players' transfer fees to their £750,000 transfer.

A spokesman said: "As this was the first deal of its kind the management committee felt they should look into the matter and examine the contracts. They have done so and raised no objections to the players joining Tottenham."

The signing of another Argentine by Sheffield United was not dealt with, but the acceptance of this deal and any other moves involving overseas players now seems a foregone conclusion.



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## England's first innings lead could prove decisive in the long run

By John Woodcock  
Cricketer Correspondent

By tradition at the Oval today England should have beaten New Zealand in the first Test match, sponsored by Cornhill Insurance.

The second innings was set back in hand New Zealand lead by only 78 runs, and there are two days left for play, should the thunderstorms of the weekend still be lurking about.

In six hours on Saturday only 177 runs were scored. In three days there have been only six innings completed, and most of those were made possible by dropped catches. The scoring rate has averaged 35 runs to the hour—much less than what might have crowded the bat. In New Zealand's second innings Edmonds has already bowled 22 overs for four wickets and picked-up three wickets.

But why this struggle for runs? Surely the Oval pitch is one of the best in the world, and it is as a rule. This one, though, by its inconsistent bounciness and premature response to spin has proved itself a disappointment. As long as the game has gone on the more impressive Gower's hundred of last Friday has been his latest, and more disastrous the two "lives" he was given must have seemed to the New Zealanders.

Let us take the first day, or even 175, in their second innings. England might well not get there. It was the realization of this that the batsmen, Old and Willis to bat as they did on Saturday morning—head down, no risks, every run worth having—made the time Gower was taking out on Friday evening England took three hours to make another 71 runs. To some, not surprisingly, the result seems almost comical, yet the first innings lead of 45

which England finished with may well be seen, when the match ends, to have been decisive.

The fact that Botham and Edmonds were England's two outstanding fast bowlers played a fair reflection of how things were. In the hot, sticky air the ball swung about for Botham, while for Edmonds it turned. Going in first for England, Botham played very well for a time, and with a show of resource and resolution Edgar put his first innings night behind him.

At 30-30 three, midway through the afternoon, a wholesale-New Zealand collapse was on the cards. By tea, 68 for three, a quite sufficient margin had become visible. But Burgess was leg before soon afterwards: Edwards going for a big hit against the spin, caught by Botham. And so it is left now to Congdon, Cairns and the last two bowlers to get the extra 50 runs that could still, just conceivably, embarrass England.

He does it all so unobtrusively that it is easy not to notice how beautifully Taylor is keeping himself at an enormous outside margin here. I believe, the best wicketkeeper in the world. It is Knox's batting that is most missed. He would seem to have been the England side in the last year. Botham, Edmonds and Bower are also having a splendid match.

The time is passing. Botham was playing in his first Test match, in nine Tests, he has taken 44 wickets, scored three centuries and five hundreds splendidly, and finished places in the Edmonds' too, is looking part on. On Saturday he bowled from over the top, and he was certainly strong enough there was round about the right-handed batsman's leg stump.

As a batsman himself he is distinctly better than a bowler can bang around, and he, fields beautifully.

For England there is reason for complacency, as Burgess's New Zealanders, in a good New Zealand side—as they have had since 1948—as they have themselves to blame for a defeat which placed them in position rather than a previous

By Richard Streeton  
WORCESTER: Worcestershire

Worcestershire beat Surrey by 63 runs in a rain-restricted match.

Remarkable hitting by Worcestershire enabled them to establish a commanding position and consolidate their position at the top of the John Player League. A soaked outfield prevented a start being made until five o'clock, but the batsmen turned the game to 13 overs in the wicketplace. Worcestershire won the contest, chose to bat, and virtually put themselves beyond defeat by scoring 100 runs only.

Worcestershire only failed to score off 10 balls and Surrey never approached the necessary run-rate in reply. Throughout the match, the batsmen slithered about on the wet surface. To batsmen, it was hardly cricket, but Worcestershire's slogging was splendidly done.

**LEADING PLACINGS**

	P	W	R	N	R	Pts
Worcestershire (13)	12	1	1	1	1	12
Surrey (13)	11	1	1	1	1	11
Gloucestershire (13)	11	1	1	1	1	11
Nottinghamshire (13)	11	1	1	1	1	11
Leicestershire (13)	11	1	1	1	1	11
Warwickshire (13)	11	1	1	1	1	11
Derbyshire (13)	11	1	1	1	1	11
Essex (13)	11	1	1	1	1	11
Northamptonshire (13)	11	1	1	1	1	11
Yorkshire (13)	11	1	1	1	1	11
Gloucestershire (13)	11	1	1	1	1	11
Nottinghamshire (13)	11	1	1	1	1	11
Leicestershire (13)	11	1	1	1	1	11
Warwickshire (13)	11	1	1	1	1	11
Derbyshire (13)	11	1	1	1	1	11
Essex (13)	11	1	1	1	1	11
Northamptonshire (13)	11	1	1	1	1	11
Yorkshire (13)	11	1	1	1	1	11

Turner and Ormrod, who each scored 150 in the three-day game between the sides on Saturday, were responsible for Worcestershire being given the required impetus at the start.

Ormrod, who was on the long-off boundary by Thomas with hands outstretched above his head, Worcestershire were already 57 runs ahead of the batsmen of which had not brought runs.

Turner frequently found the widespread fieldsmen and also pulled John Lewis into the air with the willow. The ball landed in the roof guttering which broke and spilled water on to some members.

Ormrod, who was on the long-off, did not receive much of the bowling, carried on driving ferociously, and was finally caught at mid-wicket. He fell in the willow.

Turner, who hurt his

place. Both he and Neale did not bat. The batsmen of the Worcestershire side, who were punished for 49 runs in his first four overs, and Pocock, who was hit severely on the leg, the latter was severely on the leg.

Surrey made an appalling start and never recovered. Lynch was run out in the second over. Baker was bowled trying to get on-drive in the third over, and Sutcher was caught at deep square leg in the fourth over. In the fifth over, the batsmen were out in the front of the sightscreen, and then Youngs gave a return catch off the splice. Surrey still needed 73 runs to win.

There were no more runs, only lingering doubts about a Worcestershire win ended when Holder bowled Edrich. The light rain was still falling in the last minutes but the formalities were completed.

**WORCESTERSHIRE**

	P	W	R	N	R	Pts
G. M. Turner, c Thomas, b Pocock	41					
A. M. Ormrod, c Pocock, b Jack	50					
E. J. O. Henstey, c Youngs, b	10					
A. M. Neale, not out	10					
Extras (13)	10					
Total (13 wickets: 13 closed)	127					
B. J. R. Jones, S. P. Henderson,	10					
G. M. Turner, c Thomas, b Jack	10					
Extras (13)	10					
Total (13 wickets: 13 closed)	127					

**FALL OF WICKETS:** 1-37, 2-77, 3-100, 4-100, 5-100, 6-100, 7-100, 8-100, 9-100, 10-100, 11-100, 12-100, 13-100.

**BOWLING:** Jackman, 7-0-70-0; Pocock, 6-0-37-0.

**SURREY**

	P	W	R	N	R	Pts
P. B. Butcher, c Thomas, b Pringle	10					
A. M. Neale, not out	10					
Extras (13)	10					
Total (13 wickets: 13 closed)	127					

**FALL OF WICKETS:** 1-37, 2-77, 3-100, 4-100, 5-100, 6-100, 7-100, 8-100, 9-100, 10-100, 11-100, 12-100, 13-100.

**BOWLING:** Jackman, 7-0-70-0; Pocock, 6-0-37-0.

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**BOWLING:** Jackman, 7-0-70-0; Pocock, 6-0-37-0.

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**BOWLING:** Jackman, 7-0-70-0; Pocock, 6-0-37-0.

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**BOWLING:** Jackman, 7-0-70-0; Pocock, 6-0-37-0.

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P. B. Butcher, c Thomas, b Pringle	10					
A. M. Neale, not out	10					
Extras (13)	10					
Total (13 wickets: 13 closed)	127					

**FALL OF WICKETS:** 1-37, 2-77, 3-100, 4-100, 5-100, 6-

By Norman de Mesquita  
LORPS: Yorkshire (4pts) beat

[illegible]

ies have cut their proposed  
Indian tour starting on November

by six days because of "commitments" in their own country, Abdulhamid Ahmed, secretary of the Indian Cricket Control Board, announced here today.—Agency France-Press.

**BOURNEMOUTH:** Hampshire 318

[illegible]

## Soots break

Edmonton, July 30.—Two Scots male athletes were found

in the bedroom of the women members of the club. The girls were sleeping on the morning at the Commonwealth Games village here. Neither is to be sent home however.

When asking that the incident had taken place, an official said "The two male athletes were found missing at two o'clock on the morning of the 22nd. We know where they were. We were so worried that we contacted the police. Then they were discovered in the rooming house by two Scottish team women."

Team managers met today to discuss possible punishment, and the Scottish manager, John Macdonald, team manager, George Donald, wanted to send one of the men back home. Opinion was divided on this point.

Healy said afterwards that some of those involved would be dismissed from the team.

The names of the four were withheld. The official, who refused to be identified, commented that the incident was "just something of a troublemaker, but we are surprised by the other."

We did not think he was the type of person who would be so obviously let astray. He was in tears this morning."

The Scottish official said that some of the team managers were annoyed at what they regarded as a failure by the delegation to take tougher action against the troublemaker.

"They have cut their legs away from the athletics team," he said.

The Scottish athletes who came back to the village 45 minutes late, and they were confined to the compound for a reception given by a local Scottish society.—Reuter.

Algiers. July 30.—The Sierra Leone delegation to the African

Games, who plan to participate in the 1980 Olympic Games in Moscow, Nigeria on Thursday to Edmontonia, were still stranded here today because of technical problems with the plane. "There was no question that Sierra Leone would join Nigeria in a boycott of the Edmontonia Games," said a spokesman. "The plane failed to board the Air Canada chartered jumbo jet which left Algiers yesterday for Edmontonia, because of technical problems with the aircraft. The airline is working on their travel arrangements on time. But the Sierra Leone delegation cannot try to get to Edmontonia," said a spokesman. Yesterday, the sporting delegations of Kenya, Malawi, Zambia, Tanzania, Zimbabwe, and Botswana boarded the Canadian jetliner on their way to Edmontonia. Ghana, Tanzania and Swaziland were also on the plane. The arrangements for flights to the Canadian city, by last night seven African teams had arrived in Edmontonia and the athletes were cheered into the Games Village.

Chateauroux, France. July 30.  
—George Lee, of Britain, retained his world open class glid-

ins title here today at the end of the two-week championships. Lee managed to keep a narrow lead over the American, Karl Hedberg, who won the 12-metre class title with Goran Ås of Sweden, well behind in third place.

**Results:** Final placings: Open class, 1. G. Lee (GB), 10,163 pts; 2. D. G. Cantelero (USA), 9,911; 3. D. J. G. Cantelero (USA), 9,911; 4. H. Hedberg (SWE), 9,519.

**15-metre class, 1. H. Reichmann (FRG), 10,500; 2. K. Ås (SWE), 10,110; 3. C. Musters (Netherlands), 10,110; 4. B. Sjöten (Netherlands), 10,110.**

**Standard class, 1. B. Sjöten (Netherlands), 10,221; 2. M. Ås (SWE), 10,221; 3. M. Ås (SWE), 10,221; 4. M. Ås (SWE), 10,221.**

**12-metre class, 1. K. Hedberg (SWE), 10,001; 2. G. Hedberg (SWE), 10,001; 3. M. Hedberg (SWE), 10,001; 4. M. Hedberg (SWE), 10,001.**

**8-metre class, 1. M. Hedberg (SWE), 10,001; 2. M. Hedberg (SWE), 10,001; 3. M. Hedberg (SWE), 10,001; 4. M. Hedberg (SWE), 10,001.**

## seat in Finland

Imatra, July 30—Will Hartog, of the Netherlands, rode his Suzuki to victory in the Finnish 500cc motor cycle Grand Prix here today as the world championship leader. Kenny Roberts of the United States and Britain's defending champion, Barry Sheene, retired. Takazumi Katayama finished second ahead of his Yamaha teammate, Johnny Cecotto. Cecotto was lying seventh after a bad start, but climbed to third place by the end of the 21-lap, 78-mile race.

in front until the finish. Roberts remained in second place until retiring on the eighth lap, two

250 CC: 1. K. Ballington, Kawasak, 43min 56.5sec, 2. G. Hansford, Kawasak, 44:27.7; 3. M. Lega, Vorhaidal, 44:29.1. World standings: 1. Ballington, 250 CC, 43min 56.5 sec, 2. T. Hartog, 250 CC, 44:27.7; 3. Roberts, 250 CC, 44:29.1.

350 CC: 1. K. Ballington, Kawasak, 45min 35.5sec, 2. T. Kalamy, 45min 36.5sec, 3. T. Kalamy, 45min 36.5sec, 4. T. Kalamy, 45:36.5. World standings: 1. Ballington, 75 min 2. Kalamy, 57 min 3. Hansford 49 min 4. Kalamy, 49 min.

500 CC: 1. T. Hartog, 50min 44.1sec, 2. T. Kalamy, Yamaha, 54:48.1; 3. J. Gersetti, Yamaha, 54:48.1; 4. J. Gersetti, Yamaha, 54:48.1. World standings: 1. Hartog, 50 min 44.1 sec, 2. Sheene, 52 min 3. Hartog, 52 min 4. Gersetti, 54 min.

Netherlands), 65 pts. (Argentina,

place in the Galea under-21 tennis Cup here today with a thrilling

Matts Jungsman of Sweden. Drier's win put Britain into an unassailable 3-1 lead in the third place final with one singles match to play. France won the competition, beating Czechoslovakia 4-1.

# Rogue Wave caught Three Legs of Mar

By John Nicholls

Twelve hours after Chay Blyth and Robert James finished first in Great Britain IV in the Royal Western/Obscure Round Britain Race, the second boat to finish the finishing line at Plymouth yesterday. After lying third for much of the race, Three Legs of Man, sailed by Nicholas Kelg and Douglas Baintson, crept into second place just after midnight two hours later, one American, Philip Weld, with his British partner, David Cooksey, followed him in Rogue Wave.

There were no other finishers by early yesterday evening, and with light winds covering the Channel and south coast, the final stages of the race are going to take some time to tell. Several boats are sighted between Dungeness and Start Point, none was moving very fast. Many of the 74 starters have not even left Lowestoft yet, on the first day of the course of the race. The race comprised five separate legs, with a compulsory 48-hour stop at each of the four ports of call.

After the race began on the morning the fleet spread out and it could be another week before the last few boats are home. Of the four Round Britain races that have been held, this had been the slowest. Great Britain IV took 21 days 1 hour and 24 minutes of sailing time, compared with 18 days and 26 minutes achieved by Robin Knox-Johnston's British Overseas in 1971.

It is significant that British Overseas (the has since sunk) a catamaran and the first three boats this year are trimarans.

After years of speculation and suggestion, even the most prejudiced against multihulls must surely now accept that they are faster than monohulls for this kind of racing. Whether they are sufficiently developed to race

round the world will be debated, but no doubt be an entry in the list of all the slight all the framing of the rules, meaning, always a trick the organizers. One was barred from British race and it made a difference he British IV and Rogue former appeared to lightly built and rig could get away with lately. There for more in British IV suffered damage on the first, and arrived at (southern Ireland) was was damaged.

She was repaired the next leg and was fortunate that for the first time the race was dominantly light. On the other hand, the wind she could get away with was not what it was at this time he was the right boat for it the weather beat his finished first in the race. I must have looked choice of boat had cared when he left I the best last Thurs were were yet within the coast, yet within he Great Wave was becalmed Great Britain IV, but you couldn't fill in again, boat slipped ahead, attempted to gain pro means of sweeps at the end of their de after nearly 2,000 mile

The final straw came when the Vivalta overhauled her. Isle of Wight and the was, said Weld "like the Siberian Plain was nothing I could do as

The Royal Thames Yacht Club regatta, on the second day of

Cowes week, yesterday suffered from an almost total absence of breeze, which drastically curtailed racing for the second successive day. Only the five larger handicap classes, Contessa 32s, Southcoast One Tons and a special race for Ocean Youth Club keelboats, were started. The remaining 12 races in the programme were all cancelled.

Yeoman XXI (Owen Aisher, sailed by his son, Robin) was first of the Class I handicap yachts racing for the Glazebrook Cup in a short course of 20 miles, taking 6hr 17min 50sec. Yeoman XXI chartered for Cowes week to Ernest Iwer, gained the trophy on one of his previous cruises.

Flamboyant, the 1955 Cup winner, Gaiman (Gerry Jeeloff), on corrected time, with Flamboyant third.

The Coves-Sullr Amanda (P. G. Gyllenhammar, Sweden), completed a winning double in Class II for the Morson Cup. The closest finish of the day came in Class IV, where only seconds separated the winner, Peter (John Walker), and Gadsby (Peter Nicholson).

**Saturday**

Queen's Cup race: Class one: 1. Gaiman (G. Jeeloff), 2hr 54min 50sec; 2. Richard (A. G. Jeeloff), 3hr 30min 50sec; 3. Yeoman XX (E. G. Jeeloff), 3hr 37min 50sec; 4. Amanda (P. G. Gyllenhammar, Sweden), 4:26.8; 5. Peter (J. Walker), 4:56.1; 6. Gadsby (P. Nicholson), 4:57.24; 7. Harena (C. Jeeloff), 5:00.1; 8. Nudda (S. Bennett), 5:55.42; 9. White

Boys: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class II: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class III: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class IV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class V: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class VI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class VII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class VIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class IX: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class X: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XIV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XVI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XVII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XVIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XIX: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XX: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXIV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXVI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXVII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXVIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXIX: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXX: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXXI: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXXII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXXIII: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore; 6. J. Dore; 7. J. Dore; 8. J. Dore; 9. J. Dore; 10. J. Dore; 11. J. Dore; 12. J. Dore.

Class XXXIV: 1. G. J. Dore; 2. J. Dore; 3. J. Dore; 4. J. Dore; 5. J. Dore

## clean sweep by England

[illegible]

USSR. 5:37.76; 3. W Germany. 5:38.90; 2. Czechoslovakia. 5:39.01; 2. USSR. 5:39.49; 3. Spain. 5:40.01; 2. USSR. 5:40.49; 3. Spain. 5:40.01; 2. USSR. 5:40.49; 3. Spain.

[illegible]

By Lavinia Watson . . . . . of the hall. He scored two beautiful goals, one a lofted 56

the final of the Lordbury Park Cup, which took place on Saturday off at Midhurst, Sussex, yesterday, brought a victory for Sladmore (received 1) over Songhai, by 3 goals to 3.

Before the match opened the ground was looked as smooth as a putting green, but after mazy showers of rain, it badly cut up and was slow and bumpy, yet sufficiently firm to prevent ponies slipping and sliding.

The two most smoothly coordinated polo machines in this tournament, were also among the best. They were the Argentine, the patron, Harry Horswell, and Songhai by Amadu Yakubu.

The game produced a perfect demonstration of good marking, which was the scores of 10-10, and why Songhai's brilliant captain and nine-goal hand Captain, Herrera, was given little credit for his far hand.

Sladmore's captain and back, Garran, was frequently in possession

penalty, and the other angled under the neck of the Argentine man, and believe both he and his mercurial mite, Aguerro, who played superbly for South American Wills International Day, would have snatched a goal of seven, respectively.

The other Sladmore goal scored by their steadily improving No. 1, Horswell.

At the end of only 10 minutes after the presentation of challenge cup, which marked the conclusion of the highest level of the players cup, for best heavyweight pony play during Goodwood Week, were Yakubu's Coquito, which won the title of the best lightner Cup, for the best lightweight Garran's best mount, Coleman's Gato.

Sladmore's players were: 1. Horswell (1); 2. Aguerro (1); 3. Herrera (1); 4. Amadu Yakubu (1); 5. Songhai (1); 6. Herrera (1); 7. Amadu Yakubu (1); 8. D. Ellis (1).



Two explanations for the extra galactic gamma radiation have been proposed. One suggests that



100



## General Vacancies

# EMIRATE OF ABU DHABI

## DEPARTMENT OF PUBLIC WORKS, P.O. BOX 3, ABU DHABI

## SITUATIONS VACANT

The Department of Public Works, in the Emirate of Abu Dhabi, invites applications to fill the following vacancies, viz:—

## 1. ASSISTANT DIRECTOR, BUILDING MANAGEMENT (EXECUTION)

(One vacancy)  
Basic salary: U.A.E. Dirhams 7,500.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering from a recognized university.  
(b) Not less than 18 years' experience in the execution of buildings construction, out of which at least 5 years must have been as holder of a top supervisory post.  
(c) The candidate selected shall be responsible for the 'Execution Unit' which looks after the government's buildings projects, together with direct supervision on site and indirect supervision through Consulting Engineers appointed by the P.W.D., and he shall be directly responsible to the Director of Building Management.  
(d) Good knowledge of English language.

## 2. CHIEF ENGINEER (AIRPORTS)

(One vacancy: Grade 1/2)  
Basic salary scale: U.A.E. Dirhams 6,000 to 6,500 per month.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering from a recognized university.  
(b) At least 12 years' experience in the fields of design, construction and maintenance of airports and relevant structures.  
(c) Ample experience in contract administration and in drafting of contracts, terms of reference and reports.  
(d) Proven administrative ability in supervising and co-ordinating the work of engineers and technicians and in checking the work of Consulting Engineers appointed by the P.W.D. for the design and supervision of projects.  
(e) Good knowledge of English language.

## 3. CHIEF ENGINEER (DREDGING AND RECLAMATION)

(One vacancy: Grade 1/2)  
Basic salary scale: U.A.E. Dirhams 6,000 to 6,500 per month.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering from a recognized university.

(b) At least 12 years' experience in the design, construction and maintenance of marine works, in particular in dredging and reclamation works.  
(c) Ample experience in the administration of dredging contract with international companies.  
(d) Proven administrative ability in supervising and co-ordinating the work of engineers and technicians and in checking the work of Consulting Engineers appointed by the P.W.D. for the design and supervision of projects.  
(e) Good knowledge of English language.

## 4. CHIEF ARCHITECT

(One vacancy: Grade 1/2)  
Basic salary scale: U.A.E. Dirhams 6,000 to 6,500 per month.  
Qualifications and Experience required:  
(a) The minimum qualification required is to have a B.Sc. in Architecture from a recognized university or Technical Institute.  
(b) To have a practical experience of not less than 12 years in architectural designs of buildings and to be competent enough to look after a group of designers composed of architects, architectural draughtsmen and other technicians in the Design Section.  
(c) Good knowledge of English language.

## 5. SENIOR ENGINEER (ROADS)

(One vacancy: Grade 2/2)  
Basic salary scale: U.A.E. Dirhams 4,200 to 4,900 per month.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering or equivalent qualification.  
(b) At least 8 years' experience in the fields of design and construction of roads.  
(c) Sufficient experience to follow up the work of Consulting Engineers in the design as well as the supervisory stage.  
(d) Proven ability in supervising the work of engineers and technicians working under him.  
(e) Good knowledge of English language.

## 6. SENIOR ENGINEER (HARBOUR AND MARINE WORKS)

(One vacancy: Grade 2/2)  
Basic salary scale: U.A.E. Dirhams 4,200 to 4,900 per month.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering or equivalent qualification.

(b) At least 6 years' experience in the fields of design, construction and maintenance of sea harbour projects or other similar works and/or in dredging and reclamation works.  
(c) Sufficient experience to follow up the work of Consulting Engineers in the design as well as the supervisory stage.  
(d) Proven ability to supervise the work of engineers and technicians working under him.  
(e) Good knowledge of English language.

## 7. SENIOR MECHANICAL ENGINEER

(One vacancy: Grade 2/2)  
Basic salary scale: U.A.E. Dirhams 4,200 to 4,900 per month.  
Qualifications and Experience required:  
(a) The minimum qualification required is to have a B.Sc. or equivalent in mechanical engineering from a recognized university or Technical Institute and preferably with additional qualification in air conditioning.  
(b) To have not less than 6 years' practical experience in air conditioning design and supervision of control systems and with experience in boilers, fire fighting installations, water supply systems and other mechanical equipments such as kitchen and laundry equipments.  
(c) Good knowledge of English language.

## 8. SENIOR MECHANICAL ENGINEER (AUTOMOBILES)

(One vacancy: Grade 2/2)  
Basic salary scale: U.A.E. Dirhams 4,200 to 4,900 per month.  
Qualifications and Experience required:  
(a) The minimum qualification required is to have a B.Sc. in Mechanical Engineering from a recognized university or Technical Institute.  
(b) To have not less than 6 years' practical experience in maintenance, repairing and general overhaul of motor vehicles. To be competent enough to look after the work of repairs and overhauling workshops composed of mechanics, skilled labourers, etc.  
(c) Good knowledge of English language.

## 9. ENGINEER (DREDGING AND RECLAMATION)

(One vacancy: Grade 2/3)  
Basic salary scale: U.A.E. Dirhams 3,500 to 4,200 per month.  
Qualifications and Experience required:  
(a) B.Sc. in Civil Engineering.

(b) At least 3 years' experience in the field of marine works, in particular in dredging and reclamation works or other similar works.  
(c) Good knowledge of English language.

## 10. ENGINEER (MARINE WORKS)

(One vacancy: Grade 2/3)  
Basic salary scale: U.A.E. Dirhams 3,500 to 4,200 per month.  
Qualifications and Experience required:  
(a) B.Sc. in Civil Engineering.  
(b) At least 3 years' experience in the field of marine and sea port works.  
(c) Good knowledge of English language.

## 11. ENGINEER (AIRPORTS)

(One vacancy: Grade 2/3)  
Basic salary scale: U.A.E. Dirhams 3,500 to 4,200 per month.  
Qualifications and Experience required:  
(a) B.Sc. in Civil Engineering.  
(b) At least 3 years' experience in the field of airports and relevant structures or other similar works.  
(c) Good knowledge of English language.

## 12. MATERIALS ENGINEER

(One vacancy: Grade 2/3)  
Basic salary scale: U.A.E. Dirhams 3,500 to 4,200 per month.  
Qualifications and Experience required:  
(a) At least B.Sc. in Civil Engineering.  
(b) At least 3 years' experience in the field of building materials testing and should have an adequate knowledge of international methods of testing and interpretation of results.  
(c) Good knowledge of English language.

## 13. QUANTITY SURVEYOR

(One vacancy: Grade 2/3)  
Basic salary scale: U.A.E. Dirhams 3,500 to 4,200 per month.  
Qualifications and Experience required:  
(a) B.Sc. degree from a recognized university or Technical Institute in Civil Engineering or Building Technology, with an experience in quantity surveying or a recognized diploma in quantity surveying, equivalent to B.Sc.  
(b) Not less than 3 years' experience in the field of estimations and preparation of bills of quantities in buildings.  
(c) Good knowledge of English language.

## GENERAL CONDITIONS:

- Cost of Living, Transport and Water and Electricity allowances shall be granted, in addition to the basic salary, as per the prevailing laws of the Emirate.
- The appointment shall be on the basis of 'Foreign Contract Employment', by which the successful candidate shall be given an unfurnished accommodation with a furniture allowance of 9 months' basic salary, with a maximum of Dh. 30,000, for the married candidate, and 7 months' basic salary, with a maximum of Dh. 25,000, for the single candidate. First class air tickets shall be granted to the candidate selected for the post of Assistant Director, Building Management (Execution) and economy class air tickets to all the others, together with tickets for wife and three dependent children aged 18 and below, at the time of appointment, on annual leave and on the termination of service.
- The contract shall be for a period of two years, which may be renewed on a yearly basis.
- Annual leave of 60 days shall be granted to those in grade 1/2 and 2/2 and 45 days to those in grade 2/3.
- On termination of service, the candidate shall be entitled to gratuity at the rate of one month's basic salary for every year of consecutive service until the first five years; and a half month's basic pay for the next five consecutive years of service and two months' basic pay for every year of service thereafter.
- The candidate shall be physically fit and of good conduct.
- Preference shall be given to U.A.E. nationals and then to the nationals of friendly Arab countries.

## REMARKS:

- Applications shall be accompanied by approved copies of academic and experience certificates.
- A candidate shall apply for one post only and shall show clearly, on the envelope, the name of the post applied for.
- If no answer is received by the applicant, it shall be considered as an apology. The Department reserves the right of not returning the applicants' certificates and documents. Those interested shall address their applications, within 30 days from the date of publication of this advertisement, to:—

H.E. the Under-Secretary,  
Department of Public Works,  
P.O. Box 3 or 88, Abu Dhabi, U.A.E.

Ghanim Al Sweidi  
Under-Secretary

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## CHAIR OF ECONOMICS

The University proposes as soon as possible to make an appointment to the Chair of Economics which has become vacant on the death of Professor Sir Miles Fermilley. Suitable candidates are invited to submit applications by the 25th October, 1978, to the Secretary of the University, Senate House, Bristol, BS8 1TH.

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Retired able-bodied Church-of-England priest or minister, preferably with experience in the care of the elderly, to be based at Haverhill College, Northampton. Duties primarily spiritual care, but include certain amount of administration. Free house and small salary provided. Immediate appointment. Apply to Secretary.

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## EDITORIAL DIRECTOR

Urgently required to take charge of all editorial aspects of an expanding consultancy. The successful candidate will be responsible for the selection and editing of material for publication. He will also be responsible for the development of the editorial policy and for the supervision of the editorial staff. He will be required to have a minimum of 10 years' experience in editorial work. He will be required to have a minimum of 5 years' experience in the management of a large editorial staff. He will be required to have a minimum of 2 years' experience in the management of a large editorial staff. He will be required to have a minimum of 1 year's experience in the management of a large editorial staff. He will be required to have a minimum of 6 months' experience in the management of a large editorial staff. He will be required to have a minimum of 3 months' experience in the management of a large editorial staff. 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# 90 years on

In 1888 we introduced lamp oil, Britain's first available cheap source of light.

Then, we invented the first kerbside pump.

We invented Britain's first automatic pump.

We supplied oil to Britain's first oil fuelled dreadnought.

We built Britain's biggest refinery.

We revolutionised refining. We developed synthetic rubber.

We produced the 100 octane aviation spirit used by the Spitfire.

We invented the world's first multigrade motor oil.

We supply the only approved oil for Concorde's generators.

We have invested £1,000 million in the search for North Sea Oil.

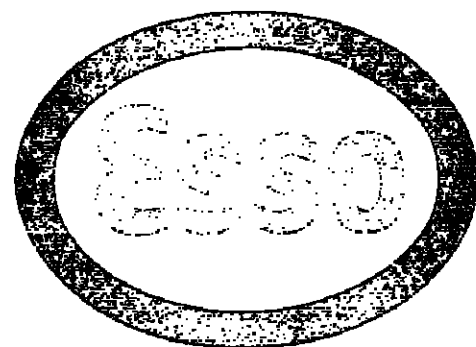
We have been involved in just about every social change in Britain since 1888.

This year is our ninetieth birthday.

Ninety years of service to Britain.

And we want to wish *you*

MANY HAPPY RETURNS...TO ESSO.



The world's leading oil company



It is a large and bright flat, with the bedroom in a kind of ledge in the rear. There is a huge kitchenette with an illuminated Coca-Cola machine standing in the hall.

It will hardly surprise you to learn that Mauro and Stone did the conversion themselves. Naturally, a slow-by-slow account appeared in the home section of the *New York Times*.



# KOREA EXPORTS

In recent years South Korea has emerged as a formidable competitor on world markets and, as a result, has found its goods subjected to import restrictions by the industrialized West.

This Special Report records the impact made by the Koreans in the United States, Japan, the EEC, The Gulf, Africa and Latin America. Correspondents in Seoul examine the growth of the main export industries, the financing and transportation of exports and the careers of two businessmen engaged in selling overseas

## Astonishing record provokes protectionism

one almost takes it for such success unscathed. granted. Nevertheless, the Korean textiles, footwear, record is astonishing—an average annual increase in value of 43 per cent and in volume of 37 per cent between 1962 and 1976. Last year the Koreans celebrated the passing of the \$10,000m barrier in export value, although growth slowed from 52 per cent to 30.2 per cent. The target for 1978 is \$12,500m, a rise of 25 per cent. From January to June earnings were up by 26.3 per cent over the same period last year, to \$5,740m.

In the present world economic climate, no country can hope to get away with

Japan as the rest of the industrialized world, that of trade deficits. South Korea imports huge quantities of raw materials and machinery and has run a visible trade deficit for many years. Many of these goods come from Japan.

The deficit with that country rose from \$1,141m in 1975 to \$1,297m in 1976 and \$1,788m last year. Mr Park Pil-sun, Assistant Minister for Trade and Commerce, said various measures were being taken to redress this balance. They included refusing to import certain Japanese goods; encouraging Korean companies to make more effort in Japan and Japanese trading companies to Seoul to buy more Korean goods; setting up small offices and chain stores in Japan to sell Korean consumer goods direct to the customer; and promoting the purchase of machinery and raw materials from the United States and Europe.

However, it is unlikely that South Korea will be able to make much headway on this matter in the short term.

It has been more successful in diversifying its foreign markets. The percentage of exports taken by the United States and Japan was more than 75 in 1970. In 1976 it had dropped to 56 and last year to 52.

Saudi Arabia has made an outstanding contribution to this process, thanks largely to the activities of Korean construction companies there. In 1975 South Korea sold \$91m worth of goods to the Saudis. This figure rose to \$235m in 1976 and to \$671m last year. Saudi Arabia has emerged as the third largest customer after the United States and Japan.

The South Korean Government is also pushing the development of new markets in Africa and Latin America. Trade agreements have been signed, the big companies are obliged to do a certain percentage of their business with those two continents and generous lines of credit have been extended to assist them.

Sales to Africa rose by nearly 40 per cent last year to \$273m but are unlikely to show a dramatic increase while the Middle East boom lasts. With Latin America taking \$147m worth of Korean goods the two areas accounted for only 4.1 per cent of total exports, compared with 15.4 per cent for the Middle East and 8.3 per cent for South-east Asia.

Staunchly anti-communist South Korea has no diplomatic relations with Eastern Europe or China but would like to trade with them. For the past few years unlabelled textiles, footwear and luggage have been sold indirectly to the Soviet block, mostly through Japan. Mr Park Pil-sun said he would like to cut out the Japanese middlemen in these deals by shipping direct to Vladivostok from South Korea and working through European traders.

As well as finding new markets South Korea is changing the nature of its exports. Textile products are still by far the largest item but their share of the total has fallen from 42.9 per cent in 1970 to 36.8 per cent in 1975 and 31.9 per cent last year. Their growth between 1976 and 1977 was about 12 per cent, less than half the rate for exports as a whole.

Relative decline in this sector has been offset by expansion in others, including iron and steel (up 63.5 per cent last year) and ships and boats (up 91.1 per cent). In a report on the Korean economy over the next 15 years the Korean Development Institute (KDI) estimates that exports (at 1975 prices) will grow annually by 18 per cent from 1977-81, by 14 per cent from 1982-86 and by 12 per cent from 1986-91. Their value in the final year will be \$54,300m.

The institute, a government-financed economic research body, says that the percentage of heavy and chemical industry products among exports of manufactures will increase from 36 in 1976 to 64 in 1986 and 74 in 1991.

Heavy industrial goods, including iron and steel, metal products, general and electrical machinery and electronics, and transport equipment, including ships, aircraft and cars, will account for 56 per cent of total exports in 1986 and 65 per cent in 1991.

Overseas sales of machinery, based on the huge new industrial complex at Changwon in the south, will grow by an average 22 per cent a year till 1991.

Their part in total exports will move from 20 per cent in 1976 to about 40 per cent in 1986 and about 50 per cent in 1991 "or close to the 54 per cent Japan attained in 1975", the report says. It adds that deferred payment exports of machinery and plant are also expected to rise sharply.

Can South Korea achieve such significant expansion and structural change in exports over the next 15 years? Past performance and the generally conservative nature of Korean economic forecasting give grounds for optimism.

At all events there is room for growth. South Korea accounted for only 1 per cent of world trade in manufactures in 1975. According to the Economic Planning Board in Seoul the proportion of exports to total manufacturing output has been only 25 per cent in recent years and the value of exports per capita in 1976 was only \$185 (in 1975 prices). This compared with \$484 for Taiwan, \$607 for Japan, \$1,000 for France and \$2,842 for The Netherlands.

However, success by the Koreans in realizing the KDI forecasts hangs on two important factors which are largely outside their control. The first is that North Korea does not invade the South and embroil the great powers in another war on the peninsula.

The second is that the world manages to avoid another severe recession and keeps trade flowing smoothly. The Koreans can cope with gentle protectionism but would be very exposed if it became severe.

Internally there is a need to shift the emphasis from labour intensive industries such as textiles into ones using higher technology while at the same time providing work for a labour force expanding by 3 per cent, or nearly 500,000 people, a year. Dr Kim Man-je, president of the KDI, said his country was being forced to make the switch too early for comfort.

Pressure to do so comes partly from quotas overseas and partly from the rise in domestic wages which allows countries like the Philippines, Indonesia, India and Pakistan to undercut Korea in third markets.

Although manufacturing wages are still about one fifth of those in Japan they are growing in nominal terms at between 20 and 30 per cent a year and in some sectors, where there is shortage of skilled labour, at 50 per cent. In 1976 and 1977 wage increases in real terms (16 per cent and more than 10 per cent) outstripped gains in productivity (13 per cent and about 8 per cent). Export prices are rising by about 5 per cent a year.

In the past Korean labour has been prepared to work long hours for little pay. Workers are forbidden to strike and engage in collective bargaining and the Federation of Korean Trade Unions presents little challenge to the Government. Any change in this situation, in which workers become more militant and effective in their demands for higher pay and shorter working hours, could jeopardize the achievement of the KDI targets.

Ensuring sufficient supplies of energy for industrial growth will be another problem. It is likely to be some time before Japan and South Korea start drilling for oil in the waters between them and the KDI has left this possible source of energy out of its calculations for the next 15 years. Korea expects to provide only 9.4 per cent of its energy requirements in 1991, the rest coming from nuclear power stations (15.6 per cent) and imported fossil fuels (75 per cent).

At the moment emphasis is being put on nuclear plants, coal imports from Australia, Canada, the United States and India, solar energy, which depends on a technological breakthrough in the advanced industrial countries, and a tidal power scheme on the west coast of Korea.

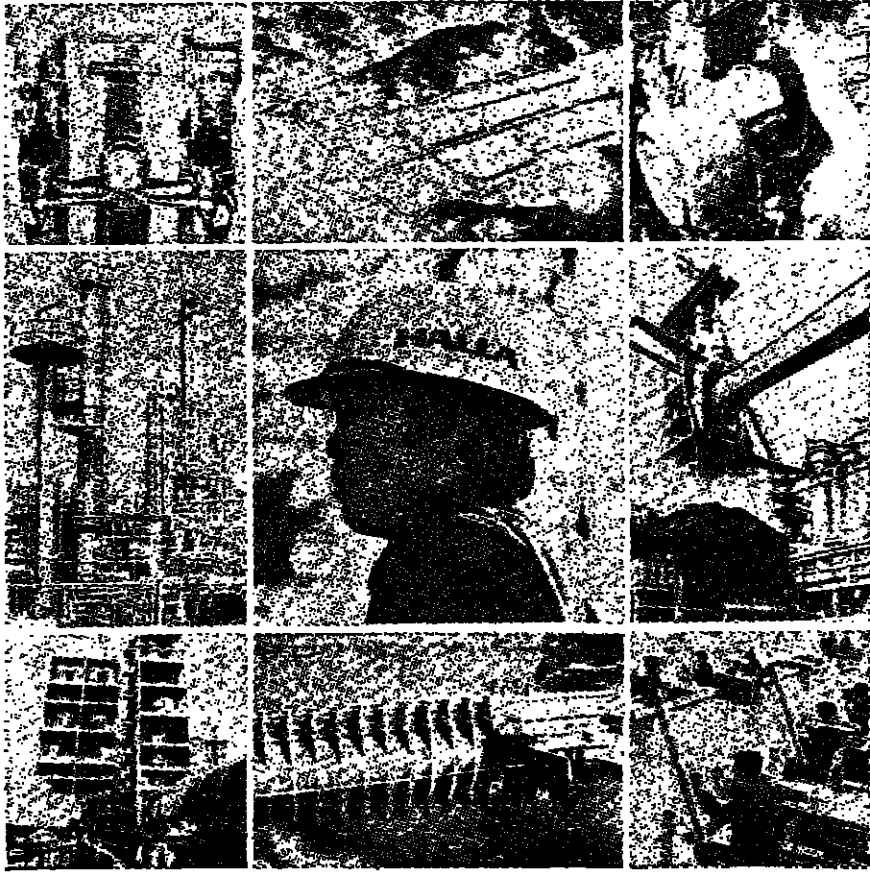
By 1991 the Koreans hope to occupy an intermediate slot between the highly advanced economies and the developing world. In this position they would import high technology such as computers, aircraft and complex machinery and machine tools from the one side and export simpler heavy industrial goods such as machinery to the other. Given the determination and during they have shown so far this does not seem excessively ambitious.



A shipyard worker at the Hyundai yard near Ulsan.

Photographs: Harry Kerr

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## Trade with America survives scandal

by David Cross

Although South Korea's political relations with the United States have been strained by President Carter's decision to withdraw American troops and by the long-running "Koreagate" scandal on Capitol Hill, the traditionally close economic ties between the two countries have remained largely unscathed.

In spite of growing protectionist pressures in the United States and continuing Korean trade restrictions, America remains South Korea's leading export market and second most important source of overseas supplies. Last year the United States absorbed 31 per cent of Korean exports, compared with 21.4 per cent for Japan, 6.7 per cent for Saudi Arabia and a mere 3 per cent for Britain. During the same period the American share of Korean imports

stood at 23 per cent compared with 36 per cent for Japan.

The United States has been particularly successful with its agricultural exports: a massive 96 per cent of South Korea's imports of grain, 95 per cent of its cotton and 50 per cent of its leather and skins came from America. United States scrap-iron, too, holds a dominant position in the South Korean market with a 78 per cent share last year.

In other important sectors of the South Korean economy, however, such as electrical and non-electrical machinery and equipment, the American share of the market remains fairly small. Commerce Department officials in Washington see room for improvement in these areas and they were particularly gratified that exports of non-electrical machinery, such as pumps and excavating machi-

nery, increased by a healthy 80 per cent last year.

South Korean exports to the United States were largely concentrated in many of those delicate sectors where protectionist pressures are the greatest. During the first 11 months of last year South Korea exported \$788m worth of textiles (up a mere 6.1 per cent over the same period the previous year because of new American import restrictions), \$272m worth of footwear (up 12.8 per cent), \$388m worth of electrical and electronic products (up 25 per cent) and \$252m worth of iron and steel (up 16.7 per cent).

The introduction by the Administration of import controls on many of these products (a five-year textile agreement took effect at the beginning of the year and a footwear orderly marketing arrangement has been in

force since last July) has forced the South Koreans to look to other less sensitive areas to reach their ambitious targets for export growth.

They have already had substantial success in boosting their sales of toys and sporting goods in the United States by 92 per cent and tyres and inner tubes by an even larger 145 per cent last year. Other sectors where South Korean officials believe there are good prospects for higher exports include precision equipment of various types, cameras, stainless steel products and various electrical and electronic products.

There is no doubt, however, that the Government in Seoul is becoming deeply concerned at the growing clamour throughout the United States for tougher import restrictions of all kinds of products. Like other steel exporters to the United

States, including the British, the South Koreans are already discovering that new tighter anti-dumping arrangements introduced by Washington in February are having a highly distorting impact on their sales.

Equally worrying for Seoul is renewed pressure by the American textile industry and their supporters on Capitol Hill for the implementation of even tighter trade restrictions in the still highly lucrative textile sector. During a congressional debate on American aid for South Korea in May, Mr Kenneth Holland, a Democratic member of the House of Representatives from South Carolina, argued that the latest bilateral quota arrangements were exceedingly generous for a country where wages were a mere tenth of those paid to similar workers in the United States.

For this and other reasons,

Mr Holland said he saw no need to give additional aid to South Korea. "Our lenient treatment of that nation with regard to its exports to us coupled with our stringent restrictions on our exports is aid enough", he maintained.

Indeed, Mr Holland's view that advanced developing countries such as South Korea should no longer expect to be treated with such generosity economically as they have been in the past is beginning to find sympathy with influential members of the administration.

In an important speech recently, Mr Fred Bergsten, the Assistant Secretary to the Treasury, appealed to various protectionist devices they have introduced over the years. Failure to do so could bring these countries into a collision with Western countries similar to the present confrontation with Japan, he said.

In the case of South Korea, although some modest steps have been taken to lift a number of import restrictions, commerce department officials foresee a long and tortuous road ahead before a truly liberalized import system will come into being, unless the Government in Seoul can be persuaded to speed up the process.

Mr Bergsten's warning was clearly designed to forestall the sort of difficulties the United States is at present having with Japan in trying to reduce that country's alarming trade surplus with Washington. At present the trade balance between the United States and Korea is a fairly modest \$800m or so in Seoul's favour.

But last year's total trade of \$5,565m between the two countries (Korean exports to the United States totalled \$3,118m, while its imports from that country were

worth \$2,447m) is expected to double by the early 1980s. Ten years ago South Korean exports to the United States were worth a mere \$137m and imports some \$307m.

Compared with the Japanese, the South Koreans have probably been slightly more accommodating, both in easing their import restrictions for American products and in accepting limitations on their exports to the United States. One important reason for this is their great success in finding new export outlets in the Middle East, Africa and South America.

In 1974, for example, they exported \$188m worth of goods to Middle East countries; three years later their total had increased eightfold to \$1,518m.

How long this flexibility in their trade dealings with Washington will last is not clear, particularly if predictions of a general slowing in world trade prove to be

correct. The Korean men's export target for 1978 is \$3,900, 25 per cent higher than last year's successful goal.

Figures for the 11 months of this year roughly in line with get and Commerce Department officials predict barring unforeseen setbacks, Seoul should within 5 per cent of the present year's total.

But in the view of can officials, if the Koreans are to maintain their 20 per cent average export growth rate fully over the next it will have to be maintained by a parallel increase in the import of goods in the same direction. South Korea expects to come under increasing pressure from Washington to liberalize trade practices further.

## Japan's alarming surplus grows

by Peter Hazelhurst

South Korea has made a vigorous attempt to diversify its close economic links with Tokyo in recent years, but one recurring pattern in trade—Japan's huge bilateral surplus—continues to haunt the regime in Seoul.

Guided by official policy, Korean businessmen have increased their imports from Europe. Japan's overall share of the Korean market has declined to 36 per cent and Seoul has launched a series of export drives in Tokyo in a vain attempt to redress a traditional and alarming gap in trade. But, in spite of Seoul's best efforts, Japan's enormous bilateral trade surplus with South Korea has continued to grow over the years. For instance, in 1973 Japan's surplus was \$485m.

Much to the dismay of the authorities in Seoul, the barriers which are still in place have continued to widen force in Tokyo to protect during the past five years, the Japanese domestic market.

Surplus with Seoul amounted to \$1,240m; in 1975 South Korea's deficit declined marginally to \$1,140m, but by the end of the last fiscal year the annual difference between the figures for the two countries had shot up to \$1,778m.

To emphasise South Korea's plight, economists in Seoul point out that the EEC was horrified last year when Japan's surplus with the entire region rose to \$3,200m.

South Korean authorities warned Japan in January this year that import restrictions might be introduced to curb the flow of Japanese goods into Korea unless the balance was rapidly redressed.

While Japan vigorously upholds the principles of free trade in fending off the threat of protectionism in Europe, South Korean businessmen claim that they are thwarted by restrictive barriers which are still in place in Tokyo to protect the Japanese domestic market.

In January, for instance, South Korea made strong demands that Japan should lift restrictions and quotas on the imports of silk, fresh fish, leather goods and light industrial goods, manufactured by a protected sector of Japan's industry. South Korea's request for concessions was put forward partly in the light of Seoul's new policy of promoting 15 local industries which, in the case of Japan, have fallen into decline.

These 15 industries in South Korea, officially encouraged to compete against an entrenched sector of Japanese producers, will manufacture 64 items, including sewing machines, cranes, electric wire, spark plugs, road rollers, blood-cure printing paper, plywood, carpets, leather shoes, car seats and weed killers.

In particular, the Korean Government hopes to encourage the growth of these 15 industries by offering the private sector tax incentives and favourable financing arrangements.

But Japan, beset by a

series of "twilight" industries in recent years, has done little or nothing to encourage exports which would only undermine further the local producers who are already in rapid decline.

As a result, South Korea again witnessed a sharp worsening of its trade balance with Japan during the first quarter of the present year.

During the first five months Japanese exports to South Korea rose to \$2,140m, a 51 per cent increase over the same period last year. On the other hand South Korea's exports to Japan between January and June this year amounted to \$902m, an increase of 18 per cent. This left South Korea with a deficit of \$1,240,000m, setting a trend which would suggest that Seoul's trade deficit with Japan could double by the end of the year.

Officials estimate that if the present trend continues South Korea's annual bilateral deficit with Japan will shoot up to about \$2,000m

by the end of the present fiscal year.

The gap threatened to grow alarmingly in March this year, South Korea announced that it intends to introduce a new policy on trade which will, in effect, encourage Korean imports to Japan. The measures are unlikely to close the trade gap for some time to come.

Japan, with the advantage of proximity, is South Korea's largest supplier of technology, plant and equipment machinery and a complete range of industrial goods. As such Tokyo accounts for one third of Korea's entire imports and, as one confident Japanese businessman says, the pattern is unlikely to change in the near or immediate future.

To appreciate the magnitude of South Korea's dependence on Japan as its main supplier of imports, one has only to realize that Seoul's deficit with Tokyo amounted to a level of more than three times that of South Korea's total deficit with the rest of the world.

By the end of 1977 South Korea's cumulative trade deficit with Japan had reached \$9,700m in the 12-year period since the two nations first entered their relations in 1953.

During the past five years, since South Korea has arisen as Asia's new economic miracle, the pattern of Seoul's exports to Japan has also undergone significant change. In the early stages fisheries, marine products, minerals and agriculture accounted for the larger share of these exports.

Last year Japan accounted for \$2,100m—or 20 per cent—of South Korea's total exports of \$10,000m. The main items, textiles, accounted for a 30 per cent share—or \$634m—of South Korea's total exports to Japan.

Fishing and marine products emerged as South Korea's second biggest export earner in Japan, bringing in \$447m. General machinery and electronics exports amounted to \$243m, chemicals \$157m, mining products \$67.5m, metals \$55m, lumber \$47.2m and miscellaneous exports \$345m.

by Michael Hornsby

The Japanese invasion of Western markets, and the accompanying threat to data by Western Governments to get the Japanese to buy more European and American goods and thereby reduce their huge trade surplus, have perhaps been the single most persistent theme of international trade relations in recent years.

There is a growing awareness, however, that the older Western economies, and in particular the less dynamic among them, such as the British and the French, could soon face a no less lethal competitive threat from other new and fast-developing capitalist economies in Asia and Latin America.

South Korea, along with Taiwan, Hong Kong and Brazil, is in the forefront of this select group of Third World countries that look capable of achieving independent economic takeoff.

There are many at EEC headquarters in Brussels who fear that South Korea will be the Japan of the 1980s.

South Korea's development certainly shows some resemblance to the Japan of the late 1950s and early 1960s—a rapidly expanding economy, based on dynamic export growth, which remains heavily protected by high tariffs and other import controls and still enjoys the trading benefits of developing country status.

South Korea is, for example, the fifth biggest beneficiary of the generalized scheme of preferences, under which the EEC applies zero tariffs to all industrial products from the group of developing countries, though quantitative limits are imposed on certain sensitive items, such as textiles.

Many Japanese firms have been attracted to South Korea by these trading advantages and other favourable factors, such as low wages. The country's growing productivity capacity in such sensitive sectors as steel, textiles, shipbuilding, footwear and electronics is already causing severe problems to crisis-ridden European industries.

In 1976, the last year for which complete statistics are available, the EEC still had a fairly modest share of South Korea's trade, buying 14.8 per cent of its exports and supplying 7.7 per cent of its imports. The comparable figures for the United States were 32.3 per cent and 22.4 per cent, and for Japan 23.7 per cent and 35.3 per cent.

South Korea's trade with the EEC, however, is growing at a rapid rate, rising from \$318m in 1972 to an estimated \$2,192m last year. This reflects a deliberate government policy of trade diversification aimed at decreasing reliance on the Japanese and American markets.

The problem for the EEC is that South Korea's exports to the Community have been growing much faster than trade in the opposite direction. Thus South Korea's exports to the EEC rose from \$129m in 1972 to \$1,481m last year, while imports from the Community over the same period went up from \$189m to only \$711m.

Since 1972 the EEC has gone steadily deeper into the red in its trade with South Korea, and is estimated to have suffered a deficit of \$770m last year. If this trend continues, it cannot be long before the South Koreans start to face the same sort of pressure as the Japanese to reduce their export drive and open up their internal market.

There is strong resistance in Seoul, however, to import liberalization. This is partly because, mainly through a heavy deficit on trade with Japan, South Korea's global imports still exceed exports, though last year the gap was more than covered by inflows of foreign capital and other invisible revenues.

The domestic business community, on which the government of President Park Chung-hee depends heavily for support, also fears that removal of import barriers would leave it defenceless against foreign

## New competition for West

manufacturers eager to flood Korea with consumer durables. However, there are potential openings for European exports of machine tools and other capital goods.

The following survey gives some idea of the increasing impact the South Koreans are making on EEC markets in a number of key sectors.

Steel: The South Korean steel industry has emerged only in the past five years, its output rising from 380,000 tonnes in 1972 to 3,500,000 tonnes in 1976. Under the Government's fourth development plan, the target for 1979 is 5,500,000 tonnes. Exports of steel to the EEC rose from 33,652 tonnes in 1974 to 283,032 tonnes in 1976. The South Koreans gave an informal pledge not to exceed this ceiling in 1977, and the latest figures indicate a decline last year, though the underlying trend is clearly upwards.

This year, the European Commission has been trying to negotiate "voluntary" price and quantity restraints on steel exports with the South Koreans, as with a number of other big suppliers. About half a dozen such agreements have already been concluded, but the South Koreans are still refusing to toe the line.

As a result, their steel exports, like those of other countries which have declined to come to terms, are subject to a minimum import price mechanism whereby any imports entering the EEC below published "base" prices are automatically liable to anti-dumping duties.

Textiles: South Korea is the EEC's third biggest supplier of textiles, after Hong Kong and India. Like the British Crown Colony and Taiwan, the Koreans were forced last year to agree to substantial reductions in exports to the Community of certain sensitive textile products, such as cotton yarn.

This was part of the price enacted by the EEC for its acquiescence in the renewal of the multi-fibre arrangement (MFA) of the general agreement on tariffs and trade (GATT). The MFA allows an average annual increase in textile exports of 6 per cent, and the Community made clear it could not tolerate this level of penetration in the case of particu-

larly competitive suppliers. Shoes: South Korea is becoming an increasingly important supplier of cheap footwear to the EEC. Its exports rose from 7,100,000 pairs in 1973 to 21,500,000 in 1976, and now account for about 10 per cent of the Community's total shoe imports.

New barriers to shoe imports have recently been erected in Australia, New Zealand, South Africa, Canada, and both the South Koreans and the Taiwanese have concluded voluntary restraint agreements with the United States. The EEC has given warning that any diversion of exports to the still fairly open Community market would have to be met by import controls.

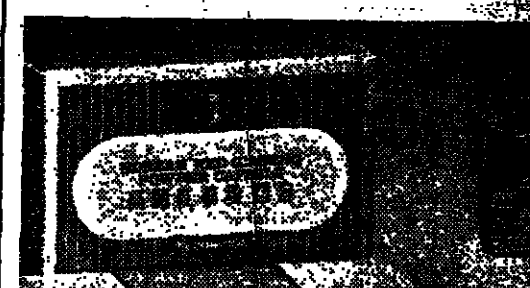
Shipbuilding: The South Koreans, who are in ing ships at prices well below those of super-efficient Japan becoming a serious threat to European yards. They are a serious factor in getting international attention on a more share-out of world's ship orders.

Other sectors: Elect South Korea area where South Koreans are their presence felt the EEC's blessing, is applying strict limits on imports of Korean black-and-white television sets. Even before they are expressed in E industry about from Korea's Hyun

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## Partners are on collision course

Although Japan continues to reap handsome benefits from its trading relations with Seoul, there can be little doubt that the two partners are now on a collision course which could lead to a explosive trade war as South Korea further and further erodes Tokyo's third markets. This warning was issued recently by Japan's Long-Term Credit Bank. After completing a survey on South Korea's economic progress, the Japanese bank warned local manufacturers that Seoul's booming economy will soon offer a threat to Japan's competitive power both at home and abroad.

The report went on to warn Japan's industrial giants that Korea has achieved an average real growth rate of 10 per cent during the past five years. This sudden rise in the Korean economy could be attributed to a phenomenal increase in exports. Although in its infancy—in comparison with Japan—Korea's new heavy industry, shipbuilding, cars and electronics could soon undermine Japan's competitive power on domestic and foreign markets, according to the report.

The bank concluded that present trends could be a serious threat to Japan unless the two neighbouring trade partners decide to cooperate and divide industry into spheres of labour which would provide both nations with an equitable share of world trade.

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## Discipline and diligence win contracts in the Gulf states

Fife revel through Bah a Gulf Air flight a usians in immaculate will jump on board louble, quarter the and clean it with vision. The South are not only aware of the disciplined, appearance they pre rest of the world, and diligence them contracts in states, including the projects such Arabia's Jubail har- Bahrain's drydock- other expatriates in The Gulf, the do not seem to be there primarily by rect of higher sale-

g in lucrative de- markets seems to be gaining promotion is company rather some riches. Like ups they suffer the inconveniences of in- climate, high liv- and separation r families and in these tend to be led by infrequent cations with home- lation to the com- ch they often quote driving motive. hey moved into The he wake of the oil es of 1974-75, the have secured worth of work, at estimate, of which all scheme alone for \$1,000m. In the ns have had only es of labour in The ntries, devoid as of indigenous man- ery expensive but dled Europeans or s cheap but often ined labour from a subcontinent, the eing the normal f construction lab- e past three years Koreans have been what many employ- come to consider an promise—moderate s high skills and able conscientious-

ness. A quick poll of project managers using Korean labour shows general agreement that the Koreans' great advantages are their ability to organize and discipline themselves, their reliability and their appetite for work itself. A contractor said: "There is really no call for supervision—give them a job to do to a certain standard by a certain date and they will do it, probably faster and better than specified." The director of a port services company in The Gulf added: "The Koreans get better and better if they come across problems. If all goes smoothly they are much the same as anyone else but as soon as they come across a hitch they get together and solve it. If they finish a job with five minutes to spare, they will automatically look around for something to do with that five minutes rather than rest."

In several Gulf state, however, ill-will has arisen between Korean contracting companies and local mer- chants for reasons connected with spending patterns, or with undercutting local bids. Bahraini merchants formed a committee at the beginning of this year to press complaints against the island's which is the Korean-run dry- dock, to the effect that too much purchasing is done abroad and not on the island or through local agencies. "They even fly in their food", was a grudge (though not a well-founded one) heard against the drydock company ASRY. Similarly, in both Saudi Arabia and Abu Dhabi it is said that a Korean company bidding in competi- tion for a contract will simply find out what the lowest bid is and subtract 40 per cent from it. This is undoubtedly an over-simplification and is in any event the other side of the coin of allegations of overpricing by Western firms and joint ventures—the phenomenon which prompted the celebrated but apocry- phal remark by a Saudi Minister that Western firms arrive at their bid prices by thinking of a figure and then stringing all the digits of their telephone number

behind it. Disenchantment with the Western package has certainly helped South Korea's success in Saudi Arabia and Abu Dhabi. Outside the construction industry proper, South Koreans are much in demand in The Gulf states in the shipbuilding, ship-repair, stevedoring and allied sectors. Kuwait and Sharjah both employ Korean work- forces at their main ports and nothing but praise is heard from the management about their efficiency. The Kuwait-based United Arab Shipping Company has placed most of its orders to date with Hyundai, including those lost by Govan several years ago.

It is partly to his country's shipping lines that Mr Kim Tae-rang, director of the Government-owned Korean Trade Centre in Du- bai, attributes South Korea's export success. Equally, Mr Kim says, Korean products have improved greatly in quality in the past few years. Korean salesmen are much better trained and more highly motivated than most and, above all, Korean prices are extremely competitive. Korean exports to The Gulf in 1976 were \$656.7m, or 8.5 per cent of the coun- try's worldwide exports, com- pared with \$361.3m in 1975. Saudi Arabia, Kuwait and Iran were the largest mar- kets and exports consisted mainly of construction equip- ment, machinery and con- sumer goods, notably the Pony saloon car. In 1977 South Korea sold \$671.4m worth of goods to Saudi Arabia alone. That country was the third most important market after the United States and Japan and accounted for 6.7 per cent of total exports. Kuwait bought \$248.5m worth of Korean products, Iran \$120.7m worth, United Arab Emirates \$52.5m worth and Bahrain \$42.6m worth. The most significant cate- gories of goods sold to Saudi Arabia were base metals and base metal products (\$289.6m), textiles (\$124m), cement (\$94.4m), non-electrical machinery (\$9.9m) and tyres and rubber tubes (\$9.5m). To Kuwait South Korea sold \$145.4m worth of trans- port equipment and to Iran \$19.3m worth of cement, \$7.8m worth of tyres and rubber tubes and \$5.2m worth of non-electrical machinery. How do the Koreans fit



A busy street scene in the centre of Seoul.

into Gulf society? Reports of serious disturbances by several thousand Korean workers on Jubail harbour have proved difficult to sub- stantiate; in all other Gulf societies, the Koreans have proved remarkably incon- spicuous—a trait which will be to their advantage if the present reaction against "swamping" by foreign groups continues in the region. Contracts for the Koreans are almost always on a bachelor basis and this they find hard to support, coming from a society dominated by the family unit. Communi- cations are not as good between The Gulf and Korea as between The Gulf and Europe or the United States and the Korean adapts his dietary habits no more readily than any other expat- riate—the difference being that Western and Indian/ Pakistani requisites are widely available in the area but Korean staples are not. Like everyone else, the Koreans also speak to find the climate trying, but unlike many others the Koreans are not getting large financial inducements to tolerate it. They seem to

go abroad for the chance of promotion within the company; company loyalty is so strong as to be all but incomprehensible to West- erners. "It is quite true that we will work till we drop for the management", a Korean in The Gulf said to me, going on to explain the phenom- enon in terms of the en- forced "have-not" ex- perience of the past two Korean generations. Deprivation under the Japanese occupation and sacrifices during the Korean war have left behind a great hunger for material security and economic independence, he said. "Now for the first time we have the opportunity to make good by our own efforts—try and stop us." An almost untrammelled success story is the only way to describe the Korean effort to increase manpower and product exports to the oil- rich Gulf. By good organiza- tion and hard work they have identified the right product—be it technology, labour or goods—and sup- plied it on the right terms. Gulf clients are unanimously impressed by the package the South Koreans offer—when that is, local competi- tors are not complaining of unfair price cutting.

by Simon Scott Plummer

Africa and Latin America are the extremes of Korean commercial expansion, un- familiar continents which as yet make little impact on the trade figures. Determined to turn South Korea into an economic force world wide, the Government is anxious to develop these two new markets. On the one hand it sees them as sources of raw materials such as iron ore, uranium, copper, fish and bananas, and on the other as buyers of Korean heavy industrial goods. An important additional factor in Africa is intense diplomatic rivalry with North Korea. Seoul hopes that by trading and carrying out capital projects in countries which have relations only with Pyongyang it will per- suade them to recognize the South as well. This hap- pened last year with Sudan and negotiations with the same end in view are under

## Expansion to the limit

way with Nigeria, which has placed a \$140m shipping order with South Korea. Korean goods worth \$273.4m were sold to Africa last year, 2.7 per cent of total exports and a rise of nearly 40 per cent over 1976. The chief clients were Liberia (\$49m), Egypt (\$40m), Ethiopia (\$34m), Nigeria (\$28m), Sudan (\$22m), Libya (\$21m), South Africa (\$16m), Morocco (\$12m) and Ghana (\$8m). The main items were ships and ships' parts, mostly to Liberia, fish and fish products, textiles, fishing gear and electrical appli- ances. Over the next few years Hyundai will be delivering 11 multi-purpose cargo vessels to Nigeria and four to Ghana. Capital projects in Africa, which help to promote sales of Korean goods, include a guest house in Sudan (valued at about \$20m) and a 12- storey building containing a department store, offices

and flats in Gabon (about \$12m). Mr Park Tong-jin, the Minister, said recently that South Korea was negotiating the export of a tyre plant to Sudan and joint ventures in Guinea for mineral exploitation and con- struction of textile and soya bean oil factories. Korean firms were involved in con- struction work in Libya and in forestry, paper mill and aluminium plant projects in Ghana, Mr Park said. In April it was reported that Niger had asked the Koreans to build a con- ference centre for a world Islamic meeting in Niamey in 1981. The two countries are to develop a 65,000-ton uranium reserve in Niger. The value of South Korean exports to Latin America more than doubled in 1977 to \$147.4m, 1.4 per cent of total overseas sales. Exports for the first quarter of 1978 came to \$38.5m. The target for the year is about \$200m. Panama took \$47m worth of Korean goods in 1977, pri-

marily clothing, transport equipment, electrical appliances and textiles. The high figure is due to that country's being a point for trans-shipment of goods to other destinations. Venezuela was the second largest customer, with \$23m worth, including tyres and tubes, ships and ships' parts, steel, fishing gear, clothing and textiles. Then came Mexico, with \$19m, including clothing, petrochemicals, fertilizer, chemicals and electrical appliances. Chile (\$7m), Brazil (\$6m) and Argentina (\$5m). Sales to Latin America have risen encouragingly over the past few years but the content has remained roughly the same. The Koreans would now like to export more advanced goods such as electronics, ships, cars, machinery and railway rolling stock. They are also discreetly seeking trade relations with Cuba. So far the Korean con- struction industry has had little success in Latin America. The only sizable project is in Ecuador, where Daewoo is carrying out a road paving contract worth about \$40m.

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## Selling point is skill

by Peter Hyun

In 1965 a South Korean firm won a \$340,000 contract for civil engineering work in Japan, the first overseas contract to be awarded a Korean construction company.

By 1970 South Korean contractors were performing services in Vietnam amounting to approximately \$19m. "Suddenly," as one observer put it, "all hell began to break loose" with construction exports climbing to \$174m in 1973, \$260m in 1974 and culminating in the signing in June 1976 of what one government official labelled as "the deal of the century", a \$944m contract with Saudi Arabia for the construction of a vast commercial harbour at Jubail.

The contract, awarded to Hyundai Construction, swept South Korea ahead of its 1976 targets for construction work abroad—first put at \$52,000m but actually reaching \$2,500m.

The jubilant government planners took a second look at projections for 1977-81 which, based on the current Middle East achievement,

appear to be too conservative. Those targets, based on 1975 prices, called for \$2,600m in contracts in 1978 and \$4,000m by 1980. In 1977 construction exports saw a 40 per cent increase over the previous year.

The South Koreans' strong selling point is the ability to bring thousands of their skilled workers and technicians to the overseas construction sites by way of their own Korean Air Lines. This gives them a competitive edge over United States, European and Japanese companies which can deploy only engineers and foremen in most cases.

Especially in such Arab states as Saudi Arabia and Kuwait, trained construction workers are scarce. The upstart South Koreans are able to offset any technical inferiority to their competitors with the supply of their own labour at fairly low costs, and thus can underbid them for some of the larger jobs in those countries involving construction of ports, shipyards, factories and motorways.

At the end of 1976 53 companies were engaged in construction projects in 22 foreign states and territories, shared among 24 member firms, the corporation acts as an agent bidding for overseas projects worth more than \$50m each.

The South Korean overseas construction industry faces a lack of confidence on the part of host nations in its financial capability. Feeling uncertain of South Korea's foreign exchange position, they request Korean contractors to furnish guarantees not only by the South Korean Government but also by banks in third countries. In order to cope with this problem, South Korea is working on a plan to obtain syndicated loans from American and European banks and to maintain foreign exchange deposits in Arab banks. This need is more acute as South Korea firms bid for larger and larger projects.

Stimulated by Hyundai's success in Saudi Arabia, the Government now estimates that South Korea's overseas labour force will reach 60,000 by 1978 and 85,000 by 1981. In addition to its more than brisk business with Saudi Arabia (South Korea is the second largest builder in this

kingdom after the United States), Iran, Kuwait and Bahrain have also emerged as potentially major trading partners.

At the first Cabinet-level talks between South Korean and Iranian officials held in Seoul in 1975, South Korea was almost assured of contracts to build up to 100,000 housing units in Iran during the next five years. The projects, it is estimated, could add at least \$1,500m to South Korea's foreign exchange earnings. By the end of last April, eight major Korean construction companies were undertaking a total of 23 projects in Iran.

An ever increasing number of construction contracts obtained from various Middle Eastern countries are a boon to invisible trade. The surplus in current transactions totalled \$1,242.5m during the first eight months of 1977. As a result, South Korea's international reserves totalled \$3,776.7m in August 1977, an increase of 66.8 per cent over a year earlier.

How has Hyundai, whose domestic activities include the design and construction of thermal and nuclear power plants, chemical and petrochemical plants and harbour development projects, managed to succeed in the Middle East?

According to a senior Hyundai official, "Hyundai, with enough hardworking staff and engineers professionally qualified, can give all services at most competitive prices to clients within the time allotted, and it can promptly organize its task force team covering feasibility studies, engineering, manufacturing, transportation, construction and commissioning within the company with efficiency and enthusiasm."

As one Western observer put it: "There is a certain poetic justice in the fact that Korea began winning its first contracts in the Middle East just as the quadrupling of oil prices threw most of its economic calculations into disarray. The successes it has achieved there now are helping to ease its balance of payments position."

The author is a Korean-born American editor and writer.

## Rattle of statistics on steel

by Simon Scott Plummer

Young men in sand-coloured denim and black boots greet the visitor to South Korea's only integrated steelworks. In a darkened reception room he is informed about its operations through slides and a recorded commentary. The curtains then rise automatically to a fanfare of trumpets and reveal a large-scale model of the plant with flashing lights to designate the different sections.

Answering questions, the young men rattle off statistics like the Army briefing war correspondents. The visitor learns, among other things, that the average age of employees is 27.8 years.

The military atmosphere at the Pohang Iron and Steel Company (POSCO) is a fact. The president, Park Tae-joon, was once vice-deputy to General (now President) Park Chung-hee. He is one of the most prominent examples of former soldiers who hold important industrial posts in South Korea.

His role in creating a modern steelworks is essential to the shift of emphasis in the economy from light, labour-intensive manufacturing to heavy industry. The fact that one of POSCO's biggest customers is the Hyundai shipyard 50 miles or so down the coast proves the point.

A state-owned company, POSCO completed the first stage of its development, with a capacity to produce 1,030,000 tons of crude steel a year, in 1973, and the second stage, raising capacity to 2,600,000 tons, in 1976. Total investment was \$841m.

The third stage, costing \$1,334m and scheduled for completion in November, will take capacity to 5,500,000 tons. Five months before it comes into operation a fourth and final stage, costing \$3,394m, will have begun, to raise capacity to 8,300,000 tons in 1981. By then South Korea will have the twelfth largest steelworks in the world.

POSCO recently won a contract, in fierce competition with the privately-owned companies Hyundai, Samsung and Daewoo, to build a second integrated mill with an eventual capacity of 12 million tons.

Work on the plant will begin next year for completion in 1984. The first stage will give a capacity of three million tons and is expected to cost about \$2,500m. Location will be on the sea, either at Asan Bay in the west or

further up the east coast between 31 million

million tons. However, total demand for domestic and for export at 43 million will remain a steel for steel. This is expected to rise at an average 17.7 per cent a year to 7,200,000 tons in 1981, the end of the fourth five-year plan. South Korea's current capacity is 4,400,000 tons.

Last year the country produced 4,240,000 tons of steel, 0.63 per cent of the world total. Exports were up 27 per cent in volume to 1,790,000 tons and 63 per cent in value to \$815m. At the same time the value of imports, which include special steels the Koreans are as yet unable to produce, rose by 44 per cent to \$847m.

Greater technical skill has gone hand-in-hand with increased sales. Initially the emphasis at POSCO was on simple products such as plate, bars and sheets. This changed with completion of the second stage to more advanced items such as sheets, hot and cold-rolled coils and galvanized steel. The third stage will add wire rod and silicon steel mills, and the fourth facilities for making electrical sheet for electric motors and generators.

Kangwon, a private steel company, is building a big and modern mill and is expected to produce rail and angles of more than 150mm from next year.

These developments are of concern to manufacturers in other countries, who see the Koreans as potentially dangerous rivals. The Japanese have recently completed a study on six emerging steel-producing nations which are challenging their own industry overseas. It found that exports from South Korea, Taiwan, India, Australia, South Africa and Spain rose by 92 per cent in 1976 to reach nearly 10 million tons, or 10 per cent of world trade in steel, and were up a further 4.5 per cent in 1977.

According to the study about two-thirds of Korea's main export products, cold and hot-rolled sheets and pipe, went to the United States last year. Asia took about 20 per cent and the Middle East about 8 per cent. The Korea Development Institute has forecast that South Korea will export 4,300,000 tons of steel in 1981, 8,900,000 tons in 1986 and 15,500,000 tons in 1991, almost all of it in the form of rolled steel products. By the final year domestic capacity is expected to be between 31 million

million tons. However, total demand for domestic and for export at 43 million will remain a steel for steel. This is expected to rise at an average 17.7 per cent a year to 7,200,000 tons in 1981, the end of the fourth five-year plan. South Korea's current capacity is 4,400,000 tons.

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## Overseas boost for the electronics industry

by Kim Myong-sik

Colour television receivers, mini-computers, electronic switching systems and high technology communications equipment are new items for the South Korean electronics industry in its drive to raise foreign sales to \$3,000m in 1981.

For a country whose electronics industry was non-existent until 20 years ago such a figure and list of advanced products has involved strenuous efforts by entrepreneurs, engineers and workers.

Since the Gold Star Company assembled its first radio receiver in 1958 the industry has had difficulty in catching up with fast-advancing foreign technology. These days it is suffering from increasing import barriers overseas as well.

However, the electronics industry, the second largest of Korea's exporters after textiles, reached \$1,738m in total production last year, of which \$1,100m worth was sold overseas.

Although they fell a little short of the original target, electronics exports accounted for 11 per cent of the nation's total overseas sales. Electronics products contributed 5.9 per cent of gross national product in 1977. The nearly 700 electronics firms in Korea are now working towards the 1978 export goal of \$1,500m.

If the electronics industry achieves the targets of \$4,587m in total production and \$3,000m in exports in 1981, the closing year of the fourth five-year plan, it will account for 10 per cent of gnp and 15 per cent of total foreign sales.

The industry has developed rapidly over the past decade as a result of the combined efforts of domestic manufacturers, foreign investors and the Government and on the basis of abundant skilled labour.

The first foreign investment in this sector by three American firms—Motorola, Signetics and Fairchild—in 1966 marked a turning point in the development of the industry.

Since 1967, electronics production has expanded at the incredible average annual rate of 54 per cent. To promote continued foreign investments, the Korean Government has offered various forms of tax benefits, financial incentives with guaranteed capital repatriation and profit remittance.

In 1967, the starting year of the second five-year plan, there were only 98 electronics manufacturers in South Korea. The number grew to 691 by the end of 1977, consisting of 148 firms producing consumer goods, 89 making industrial products and the remaining 454 manufacturing components and parts.

According to the types of investment, 480 firms are domestic, 44 foreign-owned and 167 joint ventures. The foreign firms invested \$93m in the 44 totally-owned projects in Korea and \$62m in joint ventures.

Both in the number of projects and the amount of investment the United States has been outpaced by Japan. Whereas American firms now have \$52m in 35 projects, Japanese companies, including such giants as Toshiba, Sony and Matsushita, have put \$92m into 170 large and small projects. European investors include Siemens of West Germany and Philips of The Netherlands.

Of the total production in 1977 49 per cent was made by domestic manufacturers, 23 per cent by joint ventures and 28 per cent by foreign investors.

Audio products are the most important item, representing 24.5 per cent of the total production and 29 per cent of exports. Semi-conductors accounted for 29 per cent of exports in 1977, while other components took 22 per cent and television sets 8 per cent.

The United States is the largest buyer of Korean-made electronics goods. Of the \$1,108m exported last year, 45 per cent went to America, 22 per cent to Japan, and 17 per cent to

European countries, which bought mainly tape recorders, amplifiers, and radio sets.

Korea now heavily depends on Japan and the United States for basic raw materials for the industry. It imported \$451m worth of raw materials and parts from Japan in 1977, which accounted for 55 per cent of the total electronic imports of \$820m. Thirty-four per cent of \$279m was imported from the United States, 5 per cent from Europe and 6 per cent from other countries.

As Korea made efforts to diversify its trade away from the United States and Japan in recent years, business between Korea and Western European countries grew markedly, particularly with West Germany. While sales declined a little from \$59m in 1976 to \$57m in 1977, imports from West Germany rose by 31 per cent from \$18,843,000 in 1976 to \$24,602,000 last year.

The ambitious fourth five-year plan envisages the electronics industry growing by an annual average rate of 29 per cent in total production and 25 per cent in exports.

Under the five-year plan, the Government will push intensive development of 37 electronics items—nine of them through the Government and the rest through private companies.

The nine government items include fabricated silicon wafers and fabricated wafers for light emitting diodes in the semi-conductor sector. The other seven, all in the computer sector, are mini and micro-computers, micro-processors, peripheral equipment, data and information transmission equipment, electronic switching systems, computer terminals and software.

Among items to be developed by private firms are audio amplifiers, electronic watches, colour television sets, video recording and reproducing equipment, laser and high-purity silicon.

The author is on the staff of The Korea Times.

# What's so lucky about The Lucky Group?

When Lucky's founder started his first business, a fortuneteller told him that the spot where he had set up shop was bad luck. In a way the fortuneteller was right: his business failed three times before he made it go.

He didn't give up because he believed that hard work, a little foresight, and reliable products of high quality would bring the good fortune of success. That's the kind of luck we were thinking of when we named our new business Lucky back in 1947.

Nobody knows what happened to the fortuneteller, but everybody in Korea knows what happened to The Lucky Group: it grew and grew and grew. In the period 1972-1977 Lucky grew an astounding 846%. Last year total sales exceeded US\$1.68 billion, and they are expected to reach US\$2.5 billion in 1978.

The Lucky Group will continue to grow because Lucky will continue to serve its customers all over the world with the reliability and expertise for which it has become known. Wouldn't you like to know more about this amazing business conglomerate that makes everything from toothbrushes to oil refineries?

Transforming dreams into reality

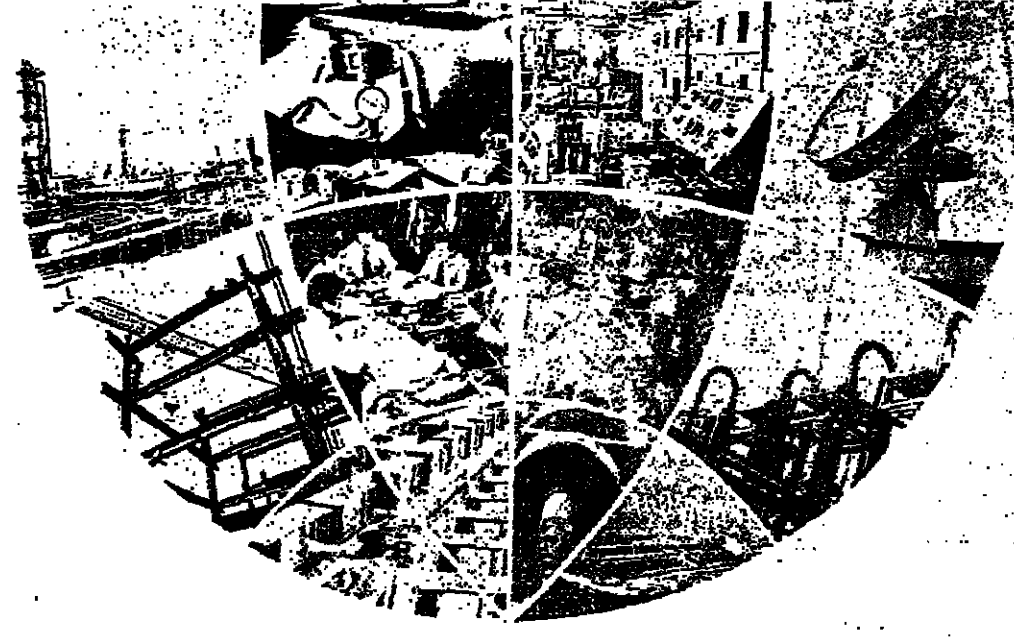
## THE LUCKY GROUP

For further information, contact Bando Sangsa.



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Sales Records





## Infant shipbuilding industry sails through the storm

th Korea's infant shipbuilding industry has sailed through flying colours in the upheaval in international shipping of the past years.

Hyundai, the main Korean shipbuilder, launched its first ship, a 260,000-ton oil tanker, in 1974, when the oil price was reeling from the tanker market was declining. That year, according to Lloyd's Register, 33,500,000 gross tons of oil tankers were completed. The figure rose to 34,200,000 tons in 1975, then fell to 30,000 tons in 1976 and 30,000 tons in 1977.

With Korea completed 57 ships last year compared with 28 in 1976. However, the tonnage fell from 813,583,520 tons and the share of world total from 2.4 to 2.1 per cent.

At the end of 1977, according to the register, it had 37 of 476,120 tons under construction (2.7 per cent of the total) compared with 35 ships of 568,052 tons (2.4 per cent of the total) in the previous quarter. However, its share of the world order book had risen from 2.5 per cent (96 ships of 1,049,048 tons) to 3 per cent (86 ships of 1,101,716 tons).

By the end of March, South Korea was building 37 ships of 449,968 tons, 2.31 per cent of the world total. It had 90 ships of 1,089,414 tons on its order books, a fall of 11,302 tons from the previous quarter, but its share had risen to 3.26 per cent. This placed it in ninth position behind Japan, United States, Brazil, Sweden, United Kingdom, Spain, France and Poland.

According to the fourth five-year plan, South Korea's shipbuilding capacity will be 4,300,000 gross tons in 1981 compared with 2,400,000 tons in 1975. Exports during the same period are forecast to reach 1,100,000 tons in volume and \$910m in value. Two yards are under construction on Kojima Island (2.7 per cent of the total) compared with 35 ships of 568,052 tons (2.4 per cent of the total) in the previous quarter.

and 150,000 tons respectively. The first is owned by Korean Shipbuilding and Engineering and the second by Samsung.

The Koreans expect a continued fall in international demand for ships until 1980 but believe that business will pick up again after that with the opening of an enlarged Suez Canal and steady rise in world trade.

According to forecasts by the Korean Development Institute, the country will account for 7.5 per cent of world shipbuilding in 1991, approximately the Swedish share today. Exports are expected to rise annually by an average 11.2 per cent over the next 15 years to reach about \$2,500m worth in 1991.

South Korea's success in increasing orders during a shipbuilding recession is due to its ability to undercut rivals because of the low cost of labour. Workers at Hyundai receive between a fifth and a sixth of the wages paid to their counterparts in Japan.

Hyundai began by building 12 supertankers but, with the collapse of that market, switched to a variety of smaller vessels. By the end of March it had completed 20 multi-purpose cargo ships of 23,000 tons for United Arab Shipping Company (UASC), five dock cargo barges of 15,000 tons for Sweden, six bulk carriers of between 24,000 and 36,000 tons for Canada, four forest product carriers of 16,000 tons for Finland, two car bulk carriers of 24,000 tons for a Korean company and a 35,000-ton launch barge for the United States.

Ships launched but not completed comprised a further four roll-on, roll-off carriers for Sweden and six multi-purpose cargo vessels for UASC. Those under construction included five cargo ships of between 8,500 and 12,000 tons for West Germany, three 18,000-ton container ships, a semi-submer-

sible derrick barge for the United States, and a 110,000-ton ore carrier.

Hyundai had 24 vessels on order, including nine 12,000-ton and two 16,000-ton multi-purpose cargo ships for Nigeria, four 16,000-ton multi-purpose cargo ships for Ghana and four 19,700-gross ton container ships for UASC.

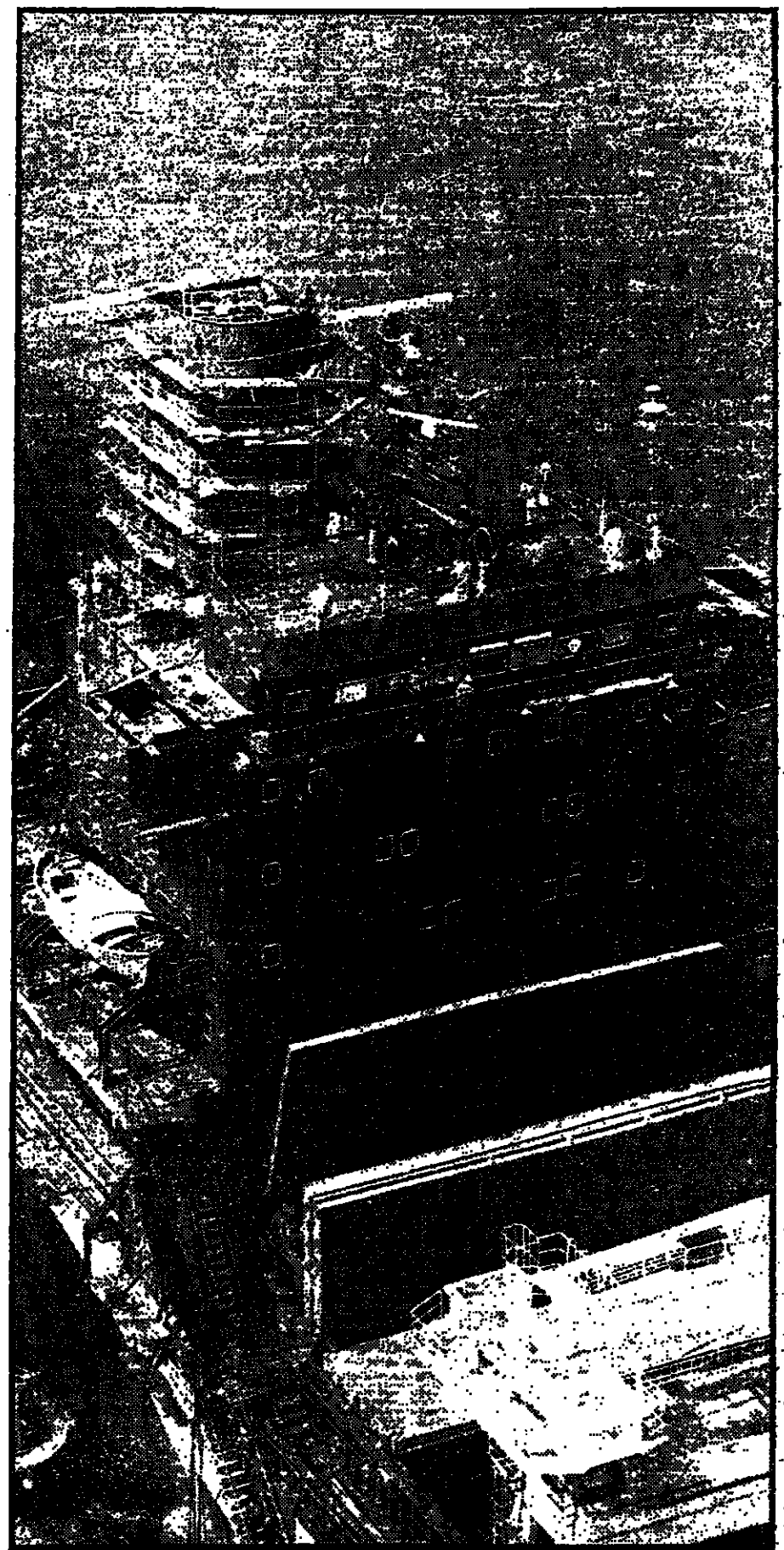
Despite the enviable state of its order books Hyundai is concerned about the decline in inquiries from shipowners. For this reason it is trying to diversify production within Hyundai Heavy Industries, of which the shipyard near Ulsan in the south is a part.

It is not the policy of the company to publicize the price of individual ships but it has announced that export earnings for the year ending last October 31 were \$626.4m, of which ships accounted for \$288m, or 47.5 per cent, and offshore structures for \$221m, or 35 per cent. It expects to sell \$1,000m worth overseas this year, with a larger share taken by ships.

In its first five years Hyundai has built a wide range of basic vessels with technical help from abroad, initially from Kawasaki Heavy Industries of Japan. Now it is planning to engage in more advanced production.

Next February it intends to put its own engines into a bulk carrier for a Korean customer. If this is successful it will supply engines for overseas orders as well. Licences for this purpose have been bought from Burmeister and Wain of Denmark, Sulzer of Switzerland, MAN of West Germany and Pielstick of France.

Hyundai has licences from Technigaz and Gaz Transport of France for a liquefied natural gas carrier, a more complex vessel than any it has built so far and, despite a depressed market, is looking for customers. For the oil industry it is capable of constructing platform drilling rigs and pipe-laying barges.



Vessels being painted and equipped at a dockyard near Ulsan.

## Textile exports doomed to decline

Henry Ahn

mounting overseas pressures, Korea's textile exports, which grew rapidly a few years ago, are slowing down and are expected to decline for years to come.

Park Pil-soo, Assistant Minister for Trade and Commerce, said: "Prospects for the United Nations and industrialized Western countries might be their protectionism, particularly against textiles developing countries, is small. It is here to stay is destined to get smaller."

Textile export rate plunged from 18.4 per cent in 1976 to 18.4 per cent in 1977 and is expected to go down further to 18 per cent this year, according to Government statistics.

Textile share in the country's annual overall exports, also declining in recent years, fell from 34.4 per cent in 1975 to 33.7 per cent in 1976 and 32.3 per cent in 1977. The figure is predicted to fall to 29.9 per cent this year.

Despite the slowdown, in 1977, the United States, the largest market for Korean exports for years, bought \$968m worth of textiles in 1977, 29.8 per cent of total textile exports and 31 per cent of total American imports from Korea.

Japan was second with \$864m, followed by the EEC with \$631m. Canada bought \$108m worth. By category, clothing made of textile fabrics topped the list with \$992m, followed by textile fabrics with \$609m and knit outer wear garments with \$405m.

There are hundreds of exportable Korean textile items, ranging from socks, children's wear, raincoats, snowsuits and sweaters to women's dresses and men's suits.

One effect of overseas protectionism has been constructive in that it has prompted Korea to upgrade the quality of its textiles and clothing. The flooding of overseas markets, mainly with low-cost Korean products, has been given as the reason for quota and other import restrictions.

Mr Park said that exportable Korean textiles and clothing used to be cheap, low-quality products during the 1960s but most of them have changed to medium or

higher quality since 1976. Some Korean textile items are now displayed in shop windows of fashionable stores in New York and London.

He disclosed that Korea has recently begun to stop exporting simple items such as cotton sheets and bed covers.

He said Korea is no longer competitive in such low-cost products and thus should make way for less developed countries like Indonesia and the Philippines, instead of trying to hold on to its once established lines.

In order to upgrade textile products, Korean industry has been streamlining its facilities, which now require less manpower, and developing new technology locally or through imports.

In another move to cope with protectionism the industry has tried with some success, to diversify overseas markets by venturing into the Middle East and some African countries. Latin America remains a fairly closed market, largely because of tariff barriers.

The present overseas import restrictions are mainly in the form of comprehensive quotas. They began in 1971 when the United States in 1975,

became the first country to depart from selective quotas and slapped comprehensive quotas on textiles from Korea, Japan, Taiwan and Hongkong.

The United States has signed a new textile quota agreement for 1978-82, freeing textile imports for the starting year to the level of 1977, 582 million sq yd.

The present accord allows an overall annual growth rate of 6.5 per cent from the second year of 1979 but only 3.9 per cent growth a year for six sensitive items such as sweaters, shirts and suits.

Canada, another important Korean market, clamped down even harder in November 1976 when it imposed a unilateral global quota restriction system, rolling back its annual textile imports to the levels of 1975 until the end of this year. Fifteen clothing items were affected.

The Canadians recently signed a bilateral textile quota agreement with Korea for 1979-81 to replace the global arrangements. The new accord, affecting almost all Korean textiles and clothing, fixed quotas for 1979 at levels somewhat above

The EEC has signed a textile quota agreement for 1978-82, rolling back imports from South Korea to about the level of 1976. This means 65,000 tons for the initial year with an overall annual growth of 6.5 per cent, but of only 0.3 to 4 per cent for eight sensitive items.

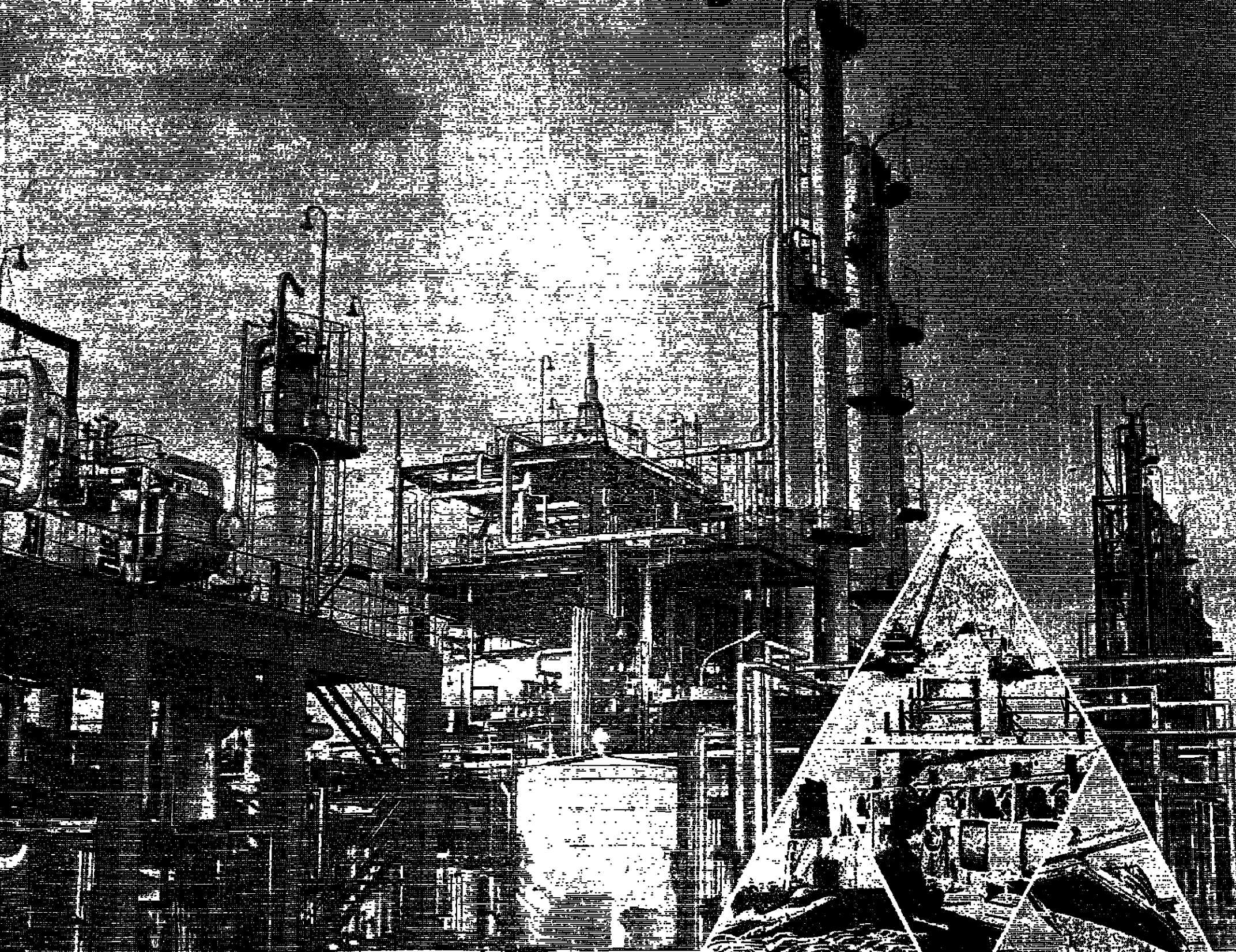
Sweden, Norway and Austria also limit imports of Korean textiles. Japan, which so far restricts imports of silk products only, has recently shown a tendency to extend this to other Korean textiles.

Mr Park predicted that the Korean textile industry would be able to maintain its competitiveness for at least two or three years more. He noted, however, that local wages have been rising at an annual rate of 25 to 30 per cent in the past few years, outpacing an annual productivity increase of about 10 per cent.

He advised advanced Western nations to drop their protectionist measures where their own industries can no longer be competitive, in favour of newly developing countries.

The author is Associated Press correspondent in Seoul.

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## World car makers can expect new rival

Correspondent

South Korea has set become an exporter of cars. If the country's car manufacturers are any good, they could soon be competing with the world's major car makers.

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## Government loans give short-term help

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K. M.-S. Producing the Pony car in the body shop of the Hyundai Car Company near Ulsan.

## Tourism Soars in the Land of the Morning Calm—looking to PATA '79

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Kyonghoeru Pavilion is surrounded by an artificial pond.

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## KOREA'S TOURISTS REACH MAGIC MILLION MARK

The fall of 1978 will mark a turning point in Korean tourism as the number of foreign visitors is expected to soar above the one million mark, an occasion projected statistically for sometime in October. Thus Korea will enter the select group of advanced nations in the travel industry to have cracked the "Magic Million" barrier. (Japan only reached this level in 1977.)

During the past decade, increase of arrivals averaged 30 per cent annually, with total foreign visitors in 1977 registering more than ten times those in 1967, or 82,216 as against 949,666.

KOREA NATIONAL TOURISM CORP.

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## A riches-to-riches success story

by Peter Hyun

When the 19-year-old Mr. Cho saw the bustling commercial centres in Shanghai and Hongkong for the first time, he was impressed and "decided right there and then to become a successful businessman at all costs". When he left home two years earlier, he remembered, he had promised his mother that he would try his hardest to be successful. His first break came with the liberation of Korea at the end of the Second World War. After 37 years of brutal colonial rule the Japanese left the country in a ruin. Economically, politically and socially, therefore, the nation had to be rebuilt.

The enterprising Mr. Cho hit upon the idea of transporting freight from the port of Incheon to Seoul. He borrowed enough money to buy a secondhand lorry and established the Hanjin Trading Company. Because Incheon was then Korea's principal port and the country depended largely on imported goods for domestic consumption, the Hanjin operation became an overnight success.

Soon, in addition to buying more lorries for his land transport business, Mr. Cho began dealing in car-bids and textiles, the two established commodities of the period, and when he learnt that the United States troops stationed in Korea needed warehouses to store their military supplies, he not only provided them with such facilities but also was cited by his American clients for his outstanding services.

With the escalation of the Vietnam war in the late 1960s, Mr. Cho saw his opportunity. He flew to Washington with his United States-educated younger brother and alter ego, Mr. Cho Choong-Kun, and saw a number of the Pentagon brass, whom he had befriended while they were stationed in Korea. He persuaded them to give him an exclusive contract to transport United States military equipment and supplies in Vietnam.

Mr. Cho poured his ever-increasing dollar earnings made in Vietnam into his Korean ventures, resulting in the formation of the multi-million dollar Hanjin Group.

When the Government decided to hand over the management of its financially ailing Korean National Airlines to a private concern in 1969, their choice fell upon Hanjin, regarded then by many in Korea as a pioneer in modern sea-land transport.

Korean Air Lines is today Asia's fastest expanding air carrier. Serving 19 major cities in 12 countries, carrying more than 3,450,000 passengers and 70,000 tons of cargo a year, it now ranks among the world's leading airlines.

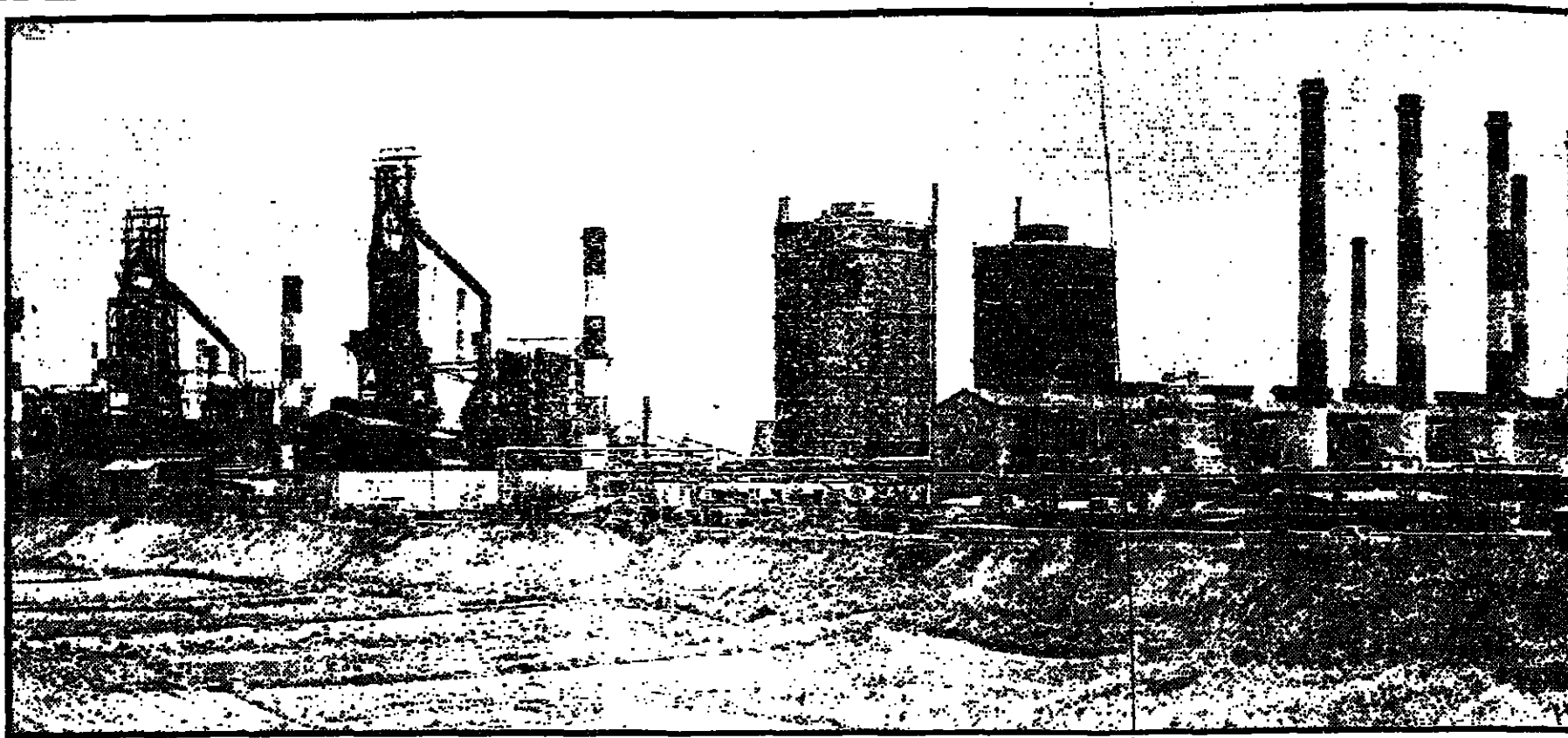
In recent years, the Hanjin Group, through its airlines and construction company, has also made invaluable contributions to South Korea's commodity and skilled manpower exports to various parts of the world, particularly the Middle East.

Now South Korea's largest business conglomerate, Hanjin is involved in other diversified business interests such as petroleum distribution, hotels, deep sea fishing, import-export, mining, securities, insurance, and the nation's most modern and largest technical university.

Despite his demanding daily schedule, Mr. Cho is active as chairman of the Korea-France Economic Co-operation Committee. For a man who preaches what he preaches, it is not surprising to note he has acquired in the past few years six A-300B jets from France, and has also engaged the services of Dr. Kim Joon-Myoung, the British-trained nuclear physicist, and put him in charge of his new joint venture with Framatome of France to produce nuclear energy for both domestic and worldwide distribution.

Mr. Cho, with his "computerized mind", personally oversees all his operations. Like most successful Korean businessmen, he works day and night, and has no holidays. His only hobby is reading, being a voracious reader of statistics, biographies and poetry. When he relaxes, which is rare, he does so with a few literary friends or his family.

To Mr. Cho, business is like art. "You perfect your craft," he philosophises, "in order to create functional beauty for mankind." Like a true artist, he adds, he does not worry about monetary rewards since he now feels he has amassed enough fortune. "From now on, the Hanjin Group will worry less about making profits and instead concentrate more on how to better the human condition."



The Pohang Iron and Steel Works. The Korean Development Institute has forecast that South Korea will export 4,300,000 tons of steel in 1981.

## Man with unlimited business expectations

by Kim Myong-sik

Korea's young elite has traditionally shunned business as a career. In the old days the established social hierarchy, with merchants ranking below scholars, farmers and craftsmen, was too firm to be challenged. More recently, industry was too undeveloped to attract ambitious and energetic young minds.

Profound changes have taken place in this attitude over the past decade or so as the economy has leapt forward. With growing annual sales of important business combines, comparable with the national budget, the prestige of a business career has risen.

Today many clever Koreans fresh from school rush to the business world in defiance of the traditional patterns. It is largely because of the innovative salesmanship of these newcomers to the world of trading that South Korea has expanded so fast.

There is an abundance of success stories to attract young people to business.

The exploits of Samsung, Hyundai, Hanjin, Daewoo and many other companies are discussed as if they were military sagas.

One of the latter-day heroes says he started business because he "wanted to achieve something big and important" and because he found "only business is limitless". These words of Shin Sun-ho, aged 31, leader of the Yulsan group, the fastest-growing business in South Korea, reveal the psychology of the new generation of Korean businessmen.

"Money was not my objective. To be more precise, I do not love it... I 'play' business like sport," Mr. Shin says. He now controls 12 companies, including top-ranking trading, construction, shipping and aluminium manufacturing firms, with combined sales of \$398m in 1977.

His personal background is not of the kind which has traditionally produced businessmen in Korea. The fifth son of a professor of economics with seven sons and two daughters, Shin Sun-ho has three brothers holding PhDs in science and a fourth teaching philosophy at university.

Mr. Shin, who studied applied mathematics at the College of Engineering, Seoul National University, chose his career late in 1973 after completing three years of national service in the army. The Korean economy was reeling from the rise in oil prices at that time, but this young man saw it as a "turning point for both the world and local economy and the best time to start in business".

"All my brothers are considerable successes as scholars and teachers but I saw that they had to give up valuable pursuits because of circumstantial limits," Mr. Shin says. "I concluded that only business is limitless".

He first opened a trading agency business in the corner of a shabby hotel building in Seoul. After a year he thought he had enough experience and sufficient able collaborators to wedge into the frenetic world of trade and started Yulsan Industries in June 1975 with a capital of 10m won (about \$11,000).

Mr. Shin and his young colleagues, all in their twenties, saw a new frontier in the Middle East oil states. The small staff of Yulsan

kept writing to unknown brokers in Iran, Kuwait and Dubai using addresses printed in trade bulletins. Mr. Shin himself made trips to these countries to establish personal contacts.

By the end of 1975 Yulsan Industries had sold \$3.4m worth of cement, plywood and other building materials in its own name and had arranged nearly \$10m worth of exports as brokers. Mr. Shin felt the need to operate his own ships for trading with the Middle East countries. Because there were no South Korean ships going to the region at the time, Yulsan's exports were loaded at high cost on Japanese vessels.

More damaging than the charges was the long shipment period which prevented Korea from competing successfully with Japanese traders. While other Korean exporters were putting up with this disadvantage, the young partners of Yulsan could not.

The sailing, in late 1975, of the chartered 13,700-ton Ocean Dragon to the Gulf, loaded with Yulsan's construction materials, was the first instance of a Korean trader doing his own shipping and marked the begin-

ning of Yulsan's speedy growth. By December, 1975, Yulsan had earned enough to buy an aluminium manufacturing plant, which was an important export item for the company. Yulsan Shipping Company was established in April, 1976, taking over the licence of an existing firm. With the purchase or charter of bulk carriers and multi-purpose general ships, Yulsan was able to deliver heavy and bulky building materials to remote parts of the Gulf and West Africa without costly delays.

To avoid port congestion in the Middle East, landing ships were purchased and helicopters were leased. Yulsan also expanded its business to Egypt, Sudan and other nations.

In 1976 Yulsan Industries achieved total foreign sales of \$35m, 10 times the amount in 1975, with the number of export firms increased to 42 from five. In August that year it bought a construction firm, in order to have a part in the overseas building boom.

In 1977 Yulsan's overseas sales continued to grow rapidly, accompanied by an increase in the number of companies it controlled.

During the latter part of the year it took over or purchased five firms — including Industrial (gum), Seoul Bussan, Yulsan Steel, Dong A Steel, Yulsan Engineering.

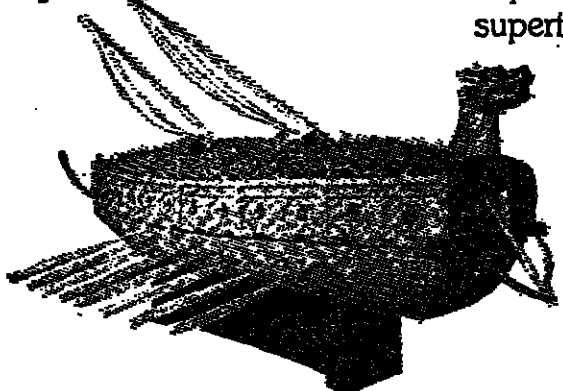
The Government's decision early this year to sanction Yulsan as a "trading firm" the most prestigious title in the business, provided momentum for further expansion of the group. Yulsan's total annual sales in 1977 are expected to reach \$450m compared with \$165m last year, as group's total annual sales in 1976 were \$923m. The group has three more firms to its name — Yulsan Electric, Yulsan Machinery, and Sun Air S handling air cargo.

The leader of this renaissance, neither a nor drinks, avoids circuits, spends half his travelling overseas on business, and lives in a five-room apartment. Shin Sun-ho is a success but there are a few of his kind in Korea business world plenty of would-be successors.

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## THE ORDINATION OF WOMEN

Lambeth Conference will be discussing one of the delicate issues with which it has to deal: the ordination of women. The question presents particular difficulties because of the intense conviction on both sides. It is a matter of differences within the Anglican Communion, and in relation to other Churches. As a result of the Anglican Communion's decision in 1976 to ordain women, the Anglican Church in the United States and Canada have been allowed to use the structures of ACC to give spurious ecclesiastical respectability and authority to their views. When others attempted to place the debate within the wider context of the total ministry (as at Dublin 1973) the subject was quietly dropped after Canada and the United States synods had taken their decisions. Moreover, this matter has been allowed to cramp discussions on issues of far greater importance and deeper significance in the fields of ecumenism and mission. And now this report is yet another example of a fait accompli taken to be the status quo.

### T ALIGNED WITH EACH OTHER

Algeria meeting of foreign ministers of non-aligned countries intended to smooth the summit conference movement due to be held in September 1979. The meeting only exposed sharp differences among membership. The issue of the meaning of non-alignment became entangled in the place and date of the summit. Since Cuba has become a member of an interpretation of non-alignment which some members openly reject and many view with obvious unease, the event the Havana was has been allowed to change its character. It has required a positive and would thus have more immediately divisive effects like Yugoslavia and which undoubtedly share misgivings of those who are for a postponement, an even higher priority for the movement to. For similar reasons Cuba is to secure the deletion of a passage in the draft declaration condemning "foreign intervention and interference in internal affairs under any pretext" which she rightly saw implicit condemnation of activities in Africa; but some taken she had to the deletion of the endorsing the sovereign of non-aligned states to and receive foreign aid. The agreement thus after an extra day's ing is clearly no agree-

there are still a number of people who do see doctrinal objections and undoubtedly a good many more who have an instinctive reaction that it is not fitting for women to be priests. Within the Church of England there are probably a minority. That is suggested by the large majority of dioceses who concluded three years ago that there were no fundamental objections to the ordination of women, though one must always be wary of assuming too readily that the views of the average man and woman in the pew are faithfully reflected in the official bodies of the Church. But the lesson to draw from so many schemes of change and re-organization for the Churches in recent years is the need for tolerance of the convictions of others. Within the Church of England that means not pushing reforms past the firm objections of a strong minority. The experience of the Episcopal Church in the United States is a warning of the dangers. There the ordination of women has provoked an outright schism, with all the bitterness and diversion of effort that is inevitably involved. It is doubtful if the ordination of women would lead to a similar division within the Church of England. All its traditions point to the acceptance of diversity, even when unwelcome. But it is true that there is not yet that degree of accord within the Church that is desirable before a change of this magnitude is undertaken. The internal circumstances of

the largest Church in the Anglican Communion do not therefore point to the early ordination of women. Contradictory conclusions can be drawn from considering relations with other Churches. Relations with both the Roman Catholic and Orthodox Churches would be seriously complicated by admitting women to the priesthood. The views of these Churches have been made sufficiently well known, even though a more hopeful conclusion may be drawn from the report published last week of the joint consultation on the ordination of women convened by the Anglican Consultative Council and the Vatican Secretariat for Christian Unity. This consideration must weigh heavily for those whose hopes are directed towards intercommunion, while recognising that it is not realistic to look for organic union. At the same time, relations with the Free Churches would be improved by having women priests. So the ecumenical arguments conflict. What about relations between different Churches of the Anglican Communion? It would be foolish to predict what each one of them will do in the coming years. The only strong probability is that they will not do the same. That should be an indication to the Conference. It has no executive authority. Its discussion of such an important and intricate topic should be of great value. But it should not seek to impose a line.

ment at all, and one must suspect that some countries will refuse to go to Havana next year unless Cuba has by then changed her policy. These differences have never been absent from the beginnings of non-alignment as conceived at Bandung in 1955. The main hopes then were for the unfettered independence of those nations emerging from colonial rule and for their peaceful development. At that time the threat to peace in a confrontation between western and communist alliances had been made manifest by the Korean war. The truth was that almost all non-aligned countries in those days were gripped by anti-imperialist emotions and looked upon both the Soviet Union and China sympathetically by virtue of their shared view of western imperialism as the main threat. But this was more a bias than a commitment in most cases and it soon became confused if not blunted, first by the growth of Sino-Soviet hostility and secondly by the greater readiness of countries hitherto anti-communist and pro-western to modify their attitudes and join the non-aligned. At the fourth summit conference in Algiers in 1973 Cuba pressed the anti-imperialist case which China—never a member of the movement but always influential among members—had by then deserted in favour of backing the superpowers (and unequally at that since the Soviet Union was found by far the worse). Further contradictions emerged when North Korea

was admitted and South Korea rejected. Enough members have by now moved away from a consistently anti-western attitude to make the definition of non-alignment and the purpose of the gatherings more open to question and rethinking. Cuba's answer to her critics last week was far from conciliatory. China was dismissed as expansionist and imperialist, Egypt as disruptive (because of her unilateral approach to Israel). Vietnam was produced as Cuba's ally in arguing that the American imperialists were still the main enemy. Attempts to put imperialism and communism in the same category could not be entertained. As for Cuba's African involvement that was "internationalist" assistance. This approach has certainly not rallied the non-aligned to a new unity. Nor does it offer an effective prophylactic against a revival of imperialism. Non-aligned leaders would do better to reflect on the observations of the Singapore foreign minister, Mr Rajaratnam, who said that the old definitions of non-alignment no longer matched present realities. Great-power involvement is not the only cause of conflicts within the Third World. On the contrary, the growing tendency is for such conflicts, and the insatiable appetite for weapons that they engender, to suck the great powers back into an imperialist role even against their will. Those who are genuinely anxious to resist imperialism should seek a more genuine neutrality.

Boyle reported in favour of a salary of £8,000 in 1975 it was arbitrarily decided to exclude from the phase one increase any politician whose income from any source exceeded that figure. Boyle's review body to declare an appropriate parliamentary salary on what purport to be independent factors and not on the basis of the findings by introducing a new element of comparative incomes. Nor is that all. During the past 10 years of virtually frozen parliamentary salaries there has been a rank growth of MPs' allowable expenses, including the secretarial and research allowance, increased petrol allowances for the use of a car, a supplement for London MPs, and an allowance for the additional cost of staying in a constituency. Characteristically, all these have been based on the MPs' expenses sheets were adopted without reduction, presumably because the benefits reconciled MPs to their low salary while permitting governments to avoid the electoral approval of paying the rate for the job. It is a device familiar in industry and commerce but questionable when applied to Westminster. We may ask, for instance, whether the secretarial and research allowance, which was £3,512 a year and has now been increased, may not become a concealed increase to an MP's family income. Some MPs do employ their wives as secretaries, because that was the work for which their wives like Mrs Eric Heffer and Mrs Enoch Powell, were trained; but there is a sense in which every MP's wife inevitably becomes a secretary, taking telephone calls, making appointments, running social engagements. And for actual letter writing there are always part-time secretaries of great experience and ability at the House. Where should the line be drawn? There is (shall we agree to say?) at least a risk that the expense sheet and allowances system may, with the passage of time, come to be regarded as hidden "perks" in the parliamentary system, a bonus on a salary kept artificially low for

too long. Does any backbencher need a full-time secretary and research assistant? If he does, must he also have provided a large office (say) the North Shaw building, as lavishly appointed as one best? Or has he moved to the back of the room for £20,000 a year in this part of London? Much of what Mr Powell said in Friday's Commons debate, to the intense annoyance of the House, may be dismissed as idiosyncratic. It must be unrealistic to argue so late in the day, as backbencher amateurs turn professional, that there is a very good case "for doing the job for nothing". But he is right in believing that it is the House that matters, not the matter, and that for every MP to become a bureaucrat inventing work for secretaries and so-called research assistants would inflict far more damage on Parliament than to let in every camera and microphone in the United Kingdom. No backbencher makes more speeches or more intensely wrought speeches than Mr Powell, and we have his word that he has never employed more than a part-time secretary in his days as a backbencher. If he can do it, so can they all—unless they have delusions of grandeur, as many of them have. What the Commons now needs is a bold Boyle report early in the new Parliament, and a bold government that will act on it without paltering. The correct answer to the injustices and anomalies of MPs' pay is not to settle on absurd analogies like the remuneration of a Brigadier, a County Court judge, or a particular level of the Civil Service. No parallel can be drawn, because of the nature of parliamentary duties, some exist. The answer is to fix a reasonably high salary before every general election, payable only in the new Parliament, and then tell MPs that they know the pay and conditions and there will be no concealed allowances of any sort. Let them be well paid (say £15,000 a year) and then live as their electors live. And if it costs the country too much, then let 635 MPs be cut down to 435, because there are too many of them in the Commons for any good they are doing or are likely to do. Ask any former chief whip.

## Closure of hospital accident services

From Dr Norman Jones  
Sir, Your article today (July 28) on the serious shortages in accident and emergency services for London focuses timely attention on a situation that is steadily deteriorating. To the picture painted, of casualty departments closed to emergency patients arriving by ambulance due to shortages of nursing staff, facilities and money, I would merely add the effect created in neighbouring hospitals by the closure of an accident department. The recent closures at Kings College Hospital and the Westminster Hospital in particular have caused tremendous pressure on the casualty department in this hospital, which we have striven to keep open with ever-increasing difficulty. The nursing and medical staff in the casualty department here have been exposed at times recently to intolerable pressures of work, and on occasions have found themselves dealing with emergency patients arriving by ambulance from far afield in north London. The number of emergency admissions resulting from this activity then places great pressure on the use of beds and support services. Emergencies now account for such a high proportion of all admissions that they result in the cancellation of elective surgery, increasing numbers of people due for admissions from the waiting lists. Cancellation of such waiting list admissions, often so misleadingly described as "cold admissions", is regrettably becoming a commonplace event here. Your article conveys the impression that there is a special problem in the provision of emergency services which calls for a special solution. I would contend that this view results from an incomplete appreciation of the problem. A casualty department does not exist in isolation but is affected by the operational policy and problems in the staffing and financing of the hospital as a whole. The area health authority in which Kings College Hospital and this hospital are situated are at present under the immediate threat of a major cut in its budget. In a written reply on July 5 in the House of Commons, pertaining to the administrative and financial problems of this area health authority, the Secretary of State wrote that he was satisfied that the cut proposed could be made "without putting essential services to

patients or obligations to medical education of teaching hospitals at risk". Certainly it is most unlikely that this will prove true for this hospital and district if the budgetary cut at present proposed is implemented. Every effort has already been made to trim non-essential expenditure and a major further cut must now reduce services to patients, both from the local district and from far afield, whence they come to receive treatment. The many specialist units operated by this hospital. The problems facing our accident department will thereby be compounded and any restrictions of its services will affect the already overworked accident departments of neighbouring hospitals. The budgetary cut imposed on this area is a consequence of the redistribution of resources between regional health authorities and results from the proposals made by the Resource Allocation Working Party. No one would quarrel with the principle that health services should be equally available throughout the country, but it is increasingly recognized that the information on which this working party based its proposals is seriously out of date in several respects. The redistribution of finance, between regions which differ not in being well or poorly resourced but merely in being either poorly or very poorly resourced, is leading to a serious situation in this already well resourced part of the country. The inadequacies of the emergency services to which your article refers is merely one instance of the unsatisfactory state of the National Health Service existing in London and its adjoining regions, even before the proposed financial cuts are implemented. Robbing Peter to pay Paul may well prove to be a totally unacceptable way of solving the problem created by the gap between on the one hand the present level of funding of the NHS, and on the other hand the pressures which have been stilling into the population by the promises and boasts of politicians and by the rapid advances made in medical science. Yours faithfully, NORMAN JONES, Chairman, Medical Staff Committee and District Management Team, St Thomas' Hospital, SE1, July 28.

## Work for the disabled

From the Parliamentary Under-Secretary of State, Department of Employment  
Sir, David Price, MP (Letters, July 20) rightly draws attention to the serious problems faced by disabled people in getting and keeping work. I entirely agree that a special effort is needed to tackle the problems. That is why the Manpower Services Commission (MSC), who have the first responsibility in this field, published in February their programme for developing employment and training services for disabled people over the next five to 10 years. In this way they have opened up for public discussion the whole range of rehabilitation, resettlement training and sheltered employment services for disabled people. And they are getting and keeping work. The MSC's Development Resettlement Officers placed nearly 54,000 disabled people in work, a significant improvement on the previous year, in spite of the difficult circumstances. But as David Price implies, much depends on employers and his suggestion of a third element in the Queen's Award to Industry for success in employing disabled people is an interesting one. In fact, the MSC and I are already considering a suggestion for an award scheme, which has the support of the National Advisory Council on Employment of Disabled People. The scheme we have in mind would be separate from the Queen's Award to Industry, and would be specifically tied to the application of "Positive Policies", the MSC's guide to employers on employing disabled people, which sets out six main guidelines:—full and fair consideration for all types of vacancies;—creation of newly disabled employees;—equality of opportunity at work;—modification of equipment or jobs if needed;—adaptation of premises where needed;—cooperation with the Disablement Resettlement Officer. There are a good many questions to be answered before a final decision to introduce an award can be taken, but I am grateful to David Price for giving extra impetus to an already promising idea. Yours faithfully, JOHN GRANT, Parliamentary Under-Secretary of State, Department of Employment, 8 St James's Square, SW1, July 24.

## Communist faces

From Mr Peter Avis  
Sir, As one of several hundred people who submitted themselves to the Queen's Award ceremony during last year's marathon debate within the British Communist Party, may I comment on the curious conclusion Michael Church arrives at (July 26) after his review of the "Decision" trilogy on Great Britain. Fascinating, your reviewer says, but also "deeply oppressive". He finds all these Communists to be dedicated folk with ravaged and truculent faces, who are trapped in a joyless ghetto and don't seem to know how to live. No longer dismissed as Moscow's lackeys, or as mindless militants, they now have to be portrayed as corresponding to another myth—that they don't smile and don't have fun, because when they have serious questions like the quality of democracy and Socialism they tend to do so seriously. If Michael Church went along to a meeting of the parents' association at my children's school—or possibly to a meeting of the local Conservative, Labour or Liberal Party—I suspect that he

would not find the members all having jolly japes and doing the can-can, whatever they might get up to in the pub afterwards. Roger Graef's albeit imperfect programme does a service to British politics in that it shows Communists to be more or less what they are: people from different walks of life, argumentative, diverse in their tastes and opinions on many matters, but with a common purpose to get this country out of crisis, to transfer wealth and power to the working people and to work out a democratic strategy for a future Socialist Britain. True, some of us may be ravaged, and some truculent. But not all of us and not all the time. There are also jovial Communists (like me), beer-drinking Communists, seaside-holidaying Communists, gardening Communists, rock-and-roll Communists and time-serving Communists. Believe me, all human life is there. Roger Graef's political vignette gives just a glimpse of it. Yours faithfully, PETER AVIS, Diplomatic Correspondent, Morning Star, 75 Farringdon Road, EC1, July 26.

## Businessmen in Parliament

From Mr Kenneth Lewis, MP for Rutland and Stamford (Conservative)  
Sir, The CBI is right to suggest that there is need for more people in Parliament with experience of business and industry and that, therefore, it should be made easier for such people to seek election. This suggestion comes at a time when it is said that the Leader of the Opposition is proposing to bring into her Cabinet, if she becomes Prime Minister, some leaders of industry from outside Parliament. The plain fact is, however, that, over the years, there have been numbers of MPs elected to Parliament with success in business and industry in them. Nor have they been brought into government at an influential level. Quite naturally, after a period of time working hard on the back benches, these businessmen decide to put their talents to use where they are appreciated—in the business and industry they know. And because they are in touch with contemporary commercial activity they undoubtedly make a useful impact on the House of Commons from time to time.

## LETTERS TO THE EDITOR

### Anglicans and the ordination of women

From Canon Peter Boulton  
Sir, As one of the three Church of England members of the Anglican Consultative Council, I read with interest and then with growing astonishment the assertions of the apparently official Anglican/Roman Catholic joint consultation on the ordination of women published in your issue of July 27. In case its use at the Lambeth Conference should give bishops and others the false impression that this is an official document on the level of the statements of the Anglican/Roman Catholic International Commission or of the Anglican/Orthodox Theological Commission, I trust you will allow me to make known the following facts: 1. The Standing Committee of the ACC, with the Vatican Secretariat for Promoting Christian Unity, "agreed that a small consultation should take place to consider 'in what ways churches with women priests and churches without women priests can be reconciled in sacramental fellowship'". The first meeting is expected to take place in February 1978 and a report available before the end of 1979. The Consultation in its report would offer only the views of its members." (My italics.) (Anglican Information of the ACC No 1767 and dated November 1977.) 2. The statement in the second paragraph of the report, "a substantial majority in each Anglican Church accepts the possibility of ordaining women to the presbyterate", is quite simply not the most lenient interpretation of the facts. The following churches have not taken synodical decisions by substantial majorities to accept and make possible the ordination of women: Church of England, Church in Wales, Episcopal Church of Scotland, Church in Japan, Churches of the Province of South Africa, Central Africa, Uganda, West Indies, Tanzania, West Africa, South Pacific, New Guinea/Papua, Sudan, Melanesia and of the dioceses of Sri Lanka, Singapore and Korea, let alone the Provincial Council of Jerusalem and the Middle East. Can the authority of such a hastily concocted and tendentious document be said to carry any more weight than those of the signatories, only two of whom have been made public? Competent Anglican and Roman Catholic authorities should make this clear beyond all doubt. Those in high place in the Anglican Communion who have conspired at the way in which this report has been presented, must now explain themselves to our Roman and Orthodox brethren who have been led to believe that the Anglican Communion was giving serious theological and pastoral attention to the place of women in the Ministry of the Church, assisted by those other churches (who have vast numbers of women in full-time service) and with whom it is involved with the

whole range of ecumenical issues. I regret to have to say, as a member of the ACC from 1973, and as chairman of the Unity and Ecumenical Affairs Section at the 1976 Trinidad Meeting, that those in favour of the ordination of women (notably from the United States and Canada) in the Anglican Communion have consistently used, and have been allowed to use, the structures of ACC to give spurious ecclesiastical respectability and authority to their views. When others attempted to place the debate within the wider context of the total ministry (as at Dublin 1973) the subject was quietly dropped after Canada and the United States synods had taken their decisions. Moreover, this matter has been allowed to cramp discussions on issues of far greater importance and deeper significance in the fields of ecumenism and mission. And now this report is yet another example of a fait accompli taken to be the status quo. I hope that before it is too late, the Lambeth Conference will call for a moratorium on the ordination of women by the bishops of its member churches as a sign of Anglican good will to be searched for visible unity in the Universal Church of Christ. Yours truly, PETER BOULTON, Vicar of Worktop, Worktop Priory, Nottinghamshire, July 28. From the Bishop of Southwark  
Sir, Members of the Lambeth Conference are considering the desirability of the ordination of women. Later in the year the General Synod of the Church of England will be asked to vote on the matter. In the interests of ecumenicity, I suggest that members of other denominations should not do anything, in writing or speech, which might be thought to be an assertion of the Anglican Communion if another denomination, for instance, were to be considering or reconsidering the controversial subject of birth control. I am sure that the Archbishop of Canterbury and his colleagues would maintain a discreet silence, and would not seek to influence the vote, no matter how strongly they might feel about the outcome, both from a moral point of view and from a third world point of view. The English Church has insisted upon its independence for many centuries and has paid a great price for it. Any attempt to interfere with our freedom is likely to be resisted—no matter how well intentioned the interference. Our duty is to vote for what we believe to be theologically true, for what is ecclesiastically expedient. Yours faithfully, MERVYN SOUTHWARK, House of Lords, July 28.

## Orde Wingate's reputation

From Sir Robert Thompson and Brigadier P. W. Mead  
Sir, In all five volumes of the Official History of The War against Japan there is only one assessment of any of the Allied Commanders. It is not of Mountbatten, Slim or others holding the highest commands but (in Volume III) of Major-General Orde Wingate. Written some dozen years after he was killed in an air crash in 1944 at the height of his fame, it reads like a calculated hatchet job. No one wanted another Wingate. We have had the opportunity of consulting the papers of the late Major-General Derek Tulloch (Wingate's Chief of Staff), other individual sources and the documents now available after 30 years in the Public Record Office, and have produced a memorandum rebutting the major allegations against Wingate. These all relate to the second Chindit operation in north Burma in March, 1944, and attack both Wingate's reputation as a soldier and his integrity. We have found that there is no evidence of substance to support any of them and that most of them merely express the unsupported judgments and prejudices of the authors. For example, one allegation was that Wingate had disobeyed Slim's orders on March 22, 1944, by directing 14 Brigade after its fly-in, to attack the lines of communication in the Pindaya area of the northernmost Japanese forces invading Imphal. Slim in an interview with Wingate on the previous day had released 14 Brigade, which had been held in reserve for the defence of Imphal and Kohima, to

Wingate to reinforce his successful operations inside north Burma. Any intelligent soldier looking at the situation map on March 21 would have appreciated that the obvious area in which to deploy this Brigade for the greatest Allied military advantage was Pindaya, as directed the next day by Wingate. No one, and certainly not Slim, then or since has suggested where else (or to what less effective purpose) Slim wanted it employed. Those therefore making this allegation are saying by implication that Slim was a fool which he was not. Our memorandum was submitted to the Cabinet Office seeking, in addition to a defence of Wingate's reputation, some remedy for the perversion of history, particularly as the casher of "Official History" was bound to lend authority to repetition. Quite understandably the Cabinet Office disclaimed responsibility for the views expressed in the history it had commissioned. It transferred the Official History to only official in that it was paid for by the taxpayer and is only history in that it was written by serving soldiers involved in these events. We were in fact invited to challenge its accuracy publicly. We have therefore placed a copy of our memorandum in the Imperial War Museum (document No 78/12/1) and in the Department of Military Studies at Manchester University where they will be available to historians and students. Yours sincerely, ROBERT THOMPSON, PETER MEAD, Pindaya House, Winsford, Minshead, Somerset.

## Inside diplomatic bags

From Mr Richard Thorpe  
Sir, Following recent allegations, and as a result of certain statements made in the aftermath of the expulsion of a number of diplomats from this country, why should the diplomatic bag continue to enjoy the immunity that it once deserved. Countless travellers have to undergo a screening test each time they embark from these shores, and so it would seem that it is now time that all ports of entry into this island were equipped with this simple screening device whereby the diplomatic bag, its contents remaining undisturbed if it needs be, could be subjected to an examination for the presence of metallic objects within them. Yours faithfully, RICHARD THORPE, The Veterinary Surgery, Ralph's Ride, Bracknell, Berkshire, July 27. The Burlington Beadles  
From Miss Elma Mitchell  
Sir, Long long ago, in 1949 or 50, as we were emerging from post-war rigours, I remember, on a fine spring morning, returning to my Road Street office, work-louder with my lunch-hour shopping in a bit of a hurry but singing—I was

stopped by a Beadle who warned me that running, whistling, singing and carrying parcels were forbidden in the Arcade. I submitted politely, (feeling like Alice in Wonderland) and have often amused incredulous tourists with the story. I appreciate traditions, but feel even more strongly that real joy (rare enough in modern Mayfair) should be unconfined—even in the Burlington Arcade. Yours faithfully, Elma Mitchell, Tanlake Cottage, Buckland St Mary, Nr Chard, Somerset, July 23. Table talk  
From Mr Vivian Vale  
Sir, "Working lunch" "working breakfast"—what next? asks Mr Luker (July 24). One dare not prophesy: but Winston Churchill's reputed readiness to confer whilst bathing and dressing suggests that a modern version of the *levée* would be neither impracticable nor unproductive. How much privacy would Mr Callaghan or Mrs Thatcher be prepared to sacrifice? Yours faithfully, V. VALE, Warden, The University of Southampton, South Stoneham House, Southampton, July 24.











(Current market price multiplied by the number of shares in issue for the stock quoted)

\* Fall interest year.



# THE TIMES

## BUSINESS NEWS

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### Shipbuilders may have to find fresh buyers for 45m tankers

By Hilary  
Stratford Correspondent

British shipbuilders face the prospect of having to find new buyers for two large oil tankers built on the Clyde for the Niarchos group.

Both vessels are being laid up because of the considerable state of repair required by the Clyde group.

The first of the two, the *Ida*, should have been delivered last summer, but was delayed by technical problems.

The second, the *Ida*, is scheduled for completion next year.

Over 400 tankers and other carriers totalling 52 million tons deadweight are laid up because of the quid slump in the tanker market.

The ship's owners are expected to have indicated they wanted to terminate the contract on the World.

parties involved were reportedly reluctant about the fate of the two ships.

had an original combined value of £40m to £45m—beyond confirming that the vessels were taking place.

spokesman for Niarchos said: "The yard is late with delivery. The whole subject is under discussion and the situation is fluid."

A Roy Belch, chief executive of Scott Lithgow, said that the yard was going ahead with construction of the World.

"We shall be offering ship for delivery to the yard, probably in September, certainly true that the ship is behind schedule. This was the result of technical problems."

principally the boiler was outside the control of the yard.

It is known that the Niarchos is in correspondence with Scott Lithgow, has said it was excited about taking delivery of the first ship.

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slent to 20 per cent of the cost of each contract.

Research findings published by the British Institute of Management today show that the proportion of managers who have spent their whole career with one company has decreased from 34 per cent to 13 per cent during the past 20 years.

During the same period the proportion of managers who have had five or more employers has gone up from 13 per cent to 37 per cent.

Improvements in long-term career prospects was the main reason given. Over two thirds of those applying elsewhere for jobs were dissatisfied with prospects under their existing employers.

The report suggests that companies suffering from a stagnant industrial climate should look at other methods than promotion to keep employees motivated.

Even though many managers are attracted by sideways transfers as well as by promotion, the survey found that less than a quarter of companies encouraged their managers to switch functions.

A less rigid structuring of middle management jobs, often described as "boring and repetitive", would also allow greater freedom of initiative and expression and hence greater personal satisfaction and fulfilment, the report says.

It adds that the scope of many jobs could be expanded if managers were allowed to develop their roles in their own style and if senior managers were more responsive to suggestions from subordinates.

Furthermore, companies cannot create new job opportunities can at least ensure that vacancies are filled from within the organization. Evidence that organizations care about developing managerial skills and potential, and evaluate this potential, and because it points the way to what might be achieved by the operation of the intervention fund.

Asked about the future of the World Score, British Shipbuilders said: "This deal is subject to contractual requirements and there is nothing more we can say at this stage."

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By Kenneth Owen  
Technology Correspondent

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But the OECD economists point out that this would depend on the rhythm of growth in the United States and the effect of the depreciation of the Canadian dollar on competitiveness. "The balance of risks

### Managers 'now more ready to switch jobs'

By Patricia Tisdall  
Management Correspondent

Modern British managers are much more likely to change employers and to move to a different area than are their predecessors.

Research findings published by the British Institute of Management today show that the proportion of managers who have spent their whole career with one company has decreased from 34 per cent to 13 per cent during the past 20 years.

During the same period the proportion of managers who have had five or more employers has gone up from 13 per cent to 37 per cent.

Improvements in long-term career prospects was the main reason given. Over two thirds of those applying elsewhere for jobs were dissatisfied with prospects under their existing employers.

The report suggests that companies suffering from a stagnant industrial climate should look at other methods than promotion to keep employees motivated.

Even though many managers are attracted by sideways transfers as well as by promotion, the survey found that less than a quarter of companies encouraged their managers to switch functions.

A less rigid structuring of middle management jobs, often described as "boring and repetitive", would also allow greater freedom of initiative and expression and hence greater personal satisfaction and fulfilment, the report says.

It adds that the scope of many jobs could be expanded if managers were allowed to develop their roles in their own style and if senior managers were more responsive to suggestions from subordinates.

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### £1,000m Third World debts to lapse

By Melvyn Westlake

Britain will today take a big step towards redeeming the Prime Minister's pledge at the Bonn economic summit to help developing countries, with the announcement of plans to cancel nearly £1,000m of debts owed to us by some of the world's poorest nations.

The decision, agreed recently by the Cabinet, represents a victory for those officials in Whitehall who put a high priority on improving relations with the Third World. Resistance to the move came from those departments whose principal concern was that Britain might lose exports as a result.

Cancelling debts is equivalent to giving "unaided" aid. The extra money in the hands of the developing countries might be spent anywhere in the world rather than on British goods. However, the Prime Minister has thrown his weight behind those in favour of debt cancellation.

At one stage it even appeared that Mr Callaghan wished to make the announcement himself.

Increasing the flow of financial resources to developing countries is one of the five key elements in his strategy for overcoming the international economic recession, and it had been expected that plans for cancelling some Third World

debts would be unveiled at the seven-Power Bonn summit.

Although this has not happened, the summit communiqué committed the participants to give more concessional aid. Some 20 poor countries, with income of less than \$200 (about £146) a year a head, mostly in South Asia, Africa and Middle East are likely to be affected by the cancellation of debts. It will save them repayments to Britain of over £50m a year.

Whitehall is not referring directly to debt cancellation, preferring the technical phrase of "retrospective terms adjustment" (RTA). In earlier years, government-to-government aid was mostly provided in the form of loans, rather than outright grants, which is the usual practice now.

It is therefore regarded as anomalous that in the present more liberal aid climate, some countries should still be struggling to pay off old loans.

This is one of the points Mrs Hart is expected to make when she takes the opportunity of a Commons question from Mr Frank Hooley, Labour MP for the Sheffield, Heeley, division, to spell out the decision on debts.

Mr Hooley is asking what progress has been made on this issue. The retrospective terms adjustment, which will bring them into line with the kind of grant given in more recent years, only affects money provided on a direct government-to-government basis. It excludes loans on commercial terms from private banks and institutions.

There remains a deep-rooted reluctance to interfere with private debts for fear of undermining the credit-worthiness of developing countries in the international capital market.

However, it remains far from clear whether the debt cancellation will result in an overall increase in British aid, or whether it will constitute a reallocation of money within the existing aid budget.

Several countries, including Canada, Sweden, Norway and the Netherlands, have already announced plans to cancel some debts owed to them by Third World nations. Other countries, along with Britain, hinted last spring at a debt conference in Geneva that cancellation was being considered. But there has been some reluctance to take action unilaterally.

Total debts of Third World countries now amount to a formidable \$250,000m. An increasing proportion represents commercial debts owed by the more advanced developing countries, like Brazil, which will be unaffected by government debt cancellations.

Latest figures show that the developing countries owe a total £1,352m to Britain, with annual debt repayments running at more than £70m a year. The proposed debt cancellation could thus amount to about three-quarters of all outstanding debts.

Of this total, the countries of South Asia account for the largest proportion, owing £767m, with Africa accounting for a further £335m.

### Delays hit Savonita inquiry by Lloyd's

By Richard Allen  
Insurance Correspondent

Lloyd's controversial inquiry into the Savonita ship reinsurance dispute has run into delays, and a full statement is not now expected until the end of August at the earliest.

A statement had been predicted for the end of this month, but the inquiry has been delayed by the investigation has apparently run into problems sifting through a mass of documentation, in some cases dating back to 1974.

The committee, under Mr Clifford Clark, its independent head, who is chairman of the London Court of Arbitration, has been hearing oral evidence from brokers and underwriters during the last two weeks.

Meanwhile there have been increasing suggestions that the inquiry could result in fundamental changes to Lloyd's rules concerning self-regulation and the appointment of an independent chief executive, along the lines of The Stock Exchange.

A Lloyd's spokesman dismissed the suggestions as "pure speculation" at the weekend. However, it is understood that a growing number of members feel strongly that "embarrassing" wrangles like the Savonita affair could have been averted if the market's regulatory mechanisms were more clearly defined.

The Savonita dispute, which is being looked at by the Fraud Squad, arises out of underwriting settlements made recently in respect of insurance claims on 301 Fiat cars alleged to have been destroyed in 1974, while being shipped aboard the Savonita.

After an independent loss-adjuster's report cast doubt on the validity of the claims, the small reinsurance broker handling the business, Pearson, Webb, Springbett, refused to press Lloyd's underwriters for settlement.

As a result PWS was dismissed by its clients, SIAT, then the insurance subsidiary of Fiat, and replaced by Willis Faber, which pressed for payment after considering the case.

At the same time the market has faced increasing criticism concerning its role as the leading international market for kidnap insurance.

Helping members and the 16-man voluntary committee at Lloyd's to chart a course through this controversial period is a 22-page booklet of by-laws, some dating back as far as 1871.

One of these by-laws, rule 79, forbids any member, subscriber or associate from furnishing any outside person with "any intelligence of any sort" derived from Lloyd's without the express permission of the committee.

Some members feel that this rule, putting Lloyd's almost on the level of a "secret society", is particularly out of keeping with modern practice in most commercial fields.

Financial Editor, page 19

### Mr Dell leading trade mission to China

By Derek Harris  
Commercial Editor

Mr Edmund Dell, Secretary of State for Trade, will announce details today of a visit to the Peoples Republic of China by more than ten top British businessmen and officials, led by himself, that should facilitate a major breakthrough in Sino-British trade.

The inclusion of Sir John Buckley could be significant because there have been increasing signs that Britain may be in the running for substantial steel contracts from China.

Three United Kingdom missions are to tour steelworks in the autumn on the invitation of Mr Tang Ke, China's Minister of Metallurgy, who paid a 17-day visit to Britain in May.

The strong merchant banking element in the delegation, together with a representative of the Export Credits Guarantee Department, should mean that what appears to be China's recent changed attitude on foreign borrowing can be explored further.

The last British delegation in Peking led by Lord Chalfont, was told the Chinese would be prepared to borrow directly from British banks and other overseas sources of credit.

### GEC tender for Drax B is refused

By Our Energy  
Correspondent

GEC has been refused permission to put in a tender for the two 660 megawatt turbine generators for the Drax B power station.

Sir Arnold Weinstein, managing director of GEC, wrote to the Central Electricity Generating Board indicating that it would be prepared to build the generators for up to £40m less than the £135m the contract is expected to be worth.

In a reply sent last week, Mr Clyn Ewald, the chairman of the CEBG, refused permission for the tender on the ground that the Government had invited the CEBG to place the work with C. A. Parsons, now a subsidiary of Northern Engineering Industries.

GEC knew it had no chance of the contract. The first phase of Drax had turbines supplied by Parsons, and a change of manufacturer would not make engineering sense.

Sir Arnold's letter, however, has clearly embarrassed all the parties involved in failing to push through a rationalization of the turbine generator business which would have merged its interests with those of Parsons.

### New North Sea permits this week

Details of blocks on the United Kingdom Continental Shelf to be made available under the sixth round of licensing for oil exploration are expected to be announced by the Government this week.

At the same time it is understood the Treasury will make clear its plans on the future of petroleum revenue tax, which so far has produced minimal revenue.

As a result of representations by the United Kingdom Offshore Operators' Association, the announcement of the 40 blocks on offer will include information on the six which will have the British National Oil Co, the state-owned group, as operator.

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### Cost benefits from nuclear fuel growing

By Nicholas Hirst  
Energy Correspondent

Nuclear fuel is becoming increasingly the most cost-effective method of producing electricity, according to figures worked out by the Central Electricity Generating Board.

In the year to March, the average cost of generating one kilowatt-hour of electricity in nuclear stations rose 10.1 per cent to 0.76p, while the average cost in modern fired stations rose 15 per cent to 1.23p and oil-fired by 11.8 per cent to 1.23p.

The growing benefits being gained from the nuclear plants is bound to affect the CEBG's policy. Nuclear fuel is on these figures producing electricity at 62 per cent of the cost of coal and 54 per cent of oil.

If it were possible, it might be worth building nuclear stations before they were needed. Capacity constraints in the nuclear industry prohibit that, but with three nuclear stations under construction and slow growth in electricity consumption, the demand for fossil fuels may be weak.

Coal could suffer particularly. The CEBG operates a system which allows it to bring in stations on as demand changes with the weather or industrial production, in line with their cost effectiveness.

Changes in the values of coal against oil last year resulted in an increase of 15.5 per cent in the amount of oil burnt, while slightly less coal was used than in the previous year, although it accounted for 70 per cent of the electricity produced.

The trend, however, has continued. In the first 16 weeks of the current year, one million tonnes/coal equivalent more oil was burnt than in the corresponding period of 1977.

### US inquiry takes the bloom off oil profits

President Carter "once charged that the oil companies have been 'ripping-off' the general public, and Senator Henry Jackson even accused them of making 'obscene' profits, but little has ever been proved to confirm such assertions. Things are changing now, however, and the huge oil corporations are worried."

Separating fact from fiction about oil company profits of American energy regulations and price controls is a task entrusted to Mr. Paul Bloom, the special counsel for compliance to the Department of Energy. He took office in October and recognized that only an extremely professional approach would yield genuine insights into the financial operations of the multinational oil corporations.

Mr Bloom, who was given an annual budget of \$20m (£7.8m), put together a staff of over 600, including some 300 professional accountants, and ensured that his staff not only knew all about computers, but also obtained access to the computer systems of the oil companies themselves.

He and his colleagues are now auditing the books of the 34 largest oil companies operating in the United States. He expects to complete the audits on the top 15 companies by the end of next year, and noted that his staff has already almost concluded its investigations into Texaco and Exxon.

So far more than \$1,000m of alleged overcharging violations have been discovered by Mr Bloom and his intrepid assistants. At Exxon alone the alleged violations exceeded \$400m, while at Texaco the amount is \$383m. Gulf Oil, which did not admit any fault, was also discovered in one case last Thursday and agreed to pay the Government \$42.2m on the same score.

The oil companies assert that the regulations imposed by the United States authorities have often been so confusing that any overcharging they may have been guilty of was inadvertent.

All the same, the success Mr Bloom is already enjoying is bound to damage the image of the oil companies which, according to numerous opinion polls, are widely viewed as the villains in today's international oil crisis.

Mr Bloom, aged 39, is an experienced lawyer with a large measure of independence to negotiate settlements with the oil companies. He believes the total amount of overcharges his office might discover could in the end easily surpass \$2,000m. He is a cheerful, somewhat over-weight, investigator and a gadfly to the oil companies.

The investigation now going forward are the first to be launched on such a scale and their results may prove, one way or another, whether the assertions made by President Carter and Senator Jackson can be made to stick.

Frank Vogl  
in Washington

### U offer Capital mutuities

By Financial Staff  
Correspondent

Shipbuilders in Capital, the life assurance which was wound up last year, are to be offered continuation of cover with Capital Union.

Policyholders Protection, which had been covering the company running on a closed basis since 1975, is to be the remaining 1,300 holders next week out of the alternatives.

They will have the option of going to the CU with the issue of 90 per cent benefit existing policies or staying with Capital Annuities and the outcome of action.

Capital Annuities, which closed in short-term business, was one of the insurance casualties which died in the early 1970s.

### Dungeness reactor passes test

By Kenneth Owen  
Technology Correspondent

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### More power for Acas urged

According to the Engineers  
and Managers Association,

the Advisory, Conciliation and Arbitration Service (Acas) should have power to make legally binding recommendations on trade union recognition.

The EMA's view has been put to the TUC, which is reviewing the recognition provisions of the Employment Protection Act in the wake of the Grunwick dispute.

seems to be on the down side, so that the growth of Canadian real gnp up to mid-1979 may be lower than forecast", they caution.

Labour costs in real terms are expected to remain virtually unchanged from the end-1977 level, despite the phasing-out of wage and labour controls, the economists note.

They add that the somewhat faster growth of gnp should be accompanied by an above-average increase in employment while productivity is anticipated to remain "very poor" at about the same rate as in 1977.

However, the labour market is expected to grow as fast as employment, the survey adds, meaning that unemployment will remain around the present post-war high level, or at about 8.5 per cent of the seasonally-adjusted labour force.

spects for a relative easing of inflationary pressures, helped by indirect tax cuts, "but the average price growth for 1978 will remain unchanged from the 7.5 per cent of 1977". Consumer prices should be rising at an annual rate of 7 per cent by the second half of next year, the report notes.

Canada's terms of trade are likely to deteriorate by some 3.5 per cent on the average for the year up to mid-1979, the OECD predicts.

The overall current account deficit thus should shrink from the \$US4,000m of 1977 to \$US3,500m over the whole of 1978, but is likely to rise at an annual rate of \$US4,250m in the first half of 1979.

"Better price and balance of payments performance must continue to



## A crystal clear message on profitable exporting from Ravenhead

"We have avoided collecting markets like stamps" John Spencer says. "We have timed our growth to ensure a reliable

Nigeria is, incredibly, a £500,000 market for Ravenhead tableware. The British company's export organization, based in Sunbury-on-Thames, has an export manager, Paul Chamberlain, and two area export sales managers with specific geographical responsibilities. Derek Jeffery handles Europe, and John Phumer has most of the "deep sea" markets on other continents. In

"France is a different kettle of fish", says John Spencer ruefully. He has had to build a complicated distribution and sales network to make a conquest there. It is just getting into operation and so the results are still to be seen. "France is the home market of one of our major world competitors and he had all the

pally called Octagon, set up by an Englishman with the intention of launching a range of

**Sydney Paulden**

Is this also a move to replace the 90° right angle by what I take (from a protractor recently sold by W. H. Smith) to be 100 grad? Unfortunately no adequate information has

a  
stment

The nation on the other hand will receive a taxable lifetime for a small investment in the child's education and health.

Mr Fairweather doubtless enjoys a much higher standard of living than I do. Is he suggesting that my own philanthropy should be made more expensive merely to increase his own wealth, and for what purpose? Will he bequeath it to the state, or leave it to an anti-

Yours faithfully,  
L. W. MILLER,  
78 The Gallop,  
Sutton, Surrey.

But we do believe cost difference should be minimized.

Our remit is to look at the interests of all gas consumers and to ensure that we do not prevent any gas consumer from obtaining the best deal for one group of consumers without prejudice to another.

Yours faithfully,  
J. H. EVANS,  
Director,  
National Gas Consumers' Council.

Fifth Floor, Estate H  
130 Jermyn Street,  
London SW1Y 4UJ  
July 27.



## LA CREME DE LA CREME

**Secretary/Receptionist/PA**  
Non-smoking, 47-48, excellent typing, trained for light commercial offices by writer/typewriter-oriented, native and his associates. Write: and his  
Principal, First Floor  
67 Upper Berkeley Street, W.Y.



# Gold: not so rosy for share prices

**Copies of the 1977 Report and Accounts may be obtained from The Secretary, KCA International Limited, 9th Floor, Berkeley Square House, Berkeley Square, London W1X 6BY.**



## FINANCIAL NEWS AND MARKET REPORTS

## Business appointments

## Reshuffle of top posts at John Brown

Lord Abercromby has retired from the chairmanship of John Brown and Co and is succeeded by Mr John Mayhew-Sanders, who remains chief executive. Sir Eric Menzies has relinquished the deputy chairmanship. Lord Abercromby and Sir Eric remain directors, and Lord Abercromby will continue the first director of the company.

Mr Robert Moore has been appointed managing director of Mather & Platt UK. Mr Albert Lambert becomes managing director, first production division, and Mr Graham Sturt joins the board of Mather & Platt as financial director.

Mr Oliver Dawson has been appointed a director of Warren Plantation Holdings.

Mr J. D. Traylor becomes a director of Guinness Mahon.

Mr John Hogg has been appointed a director of The Guthrie Corporation.

Mr A. J. D. Anstee, services director, and Mr D. E. Dyes, personnel director, have joined the Benthalls board as full directors.

Mr Barry McFadden will join the AUC Group in Sydney in October as an executive director of Australian United Corporation, having resigned as an executive director of S. G. Warburg.

He will also join the board of S. G. Warburg International Holdings.

Mr J. E. Andress has been appointed managing director of Cayer, Irvine Shipping and Mr T. Galloway becomes deputy managing director. Mr Andress succeeds Mr G. B. Bedford, who is retiring. Mr G. B. Jones and Mr E. R. Duggan are to retire as directors.

Mr D. M. Reid has been appointed finance director of Benthalls.

Mr Roland Sperry-Jones has been made a director of Jardine d'Ambrun International.

Mr John Price and Mr David



Mr Robert Moore, new managing director of Mather & Platt UK.

A joint managing director of Dyson Refractories.

Mr Denton Smith, managing director of Data Sciences International, a subsidiary of the Barr

Wallace Armstrong Trust, has been appointed to the board of the parent company from September 1.

Mr S. M. Searle has joined the board of Investment Intelligence.

Mr Malcolm Gates becomes a director of International Investment Trust Co of Jersey.

THE LIST OF APPLICATIONS WILL BE OPENED AT 10 A.M. ON WEDNESDAY, 2 AUGUST 1978 AND WILL BE CLOSED AT ANY TIME THEREAFTER ON THAT DAY.

## 12 per cent Exchequer Stock 1999-2002

ISSUE OF £800,000,000 AT £96.00 PER CENT

## PAYABLE AS FOLLOWS:

On application	£15.00 per cent
On Tuesday, 22nd August 1978	£40.00 per cent
On Monday, 18th September 1978	£41.00 per cent

£96.00 per cent

## INTEREST PAYABLE HALF-YEARLY ON 22nd January and 22nd July

This Stock is an investment in the form of a loan to the Treasury of the United Kingdom. It is issued under the authority of the Treasury.

THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND are authorised to receive applications for the above Stock.

The principal and interest on the Stock will be payable to the holder at the office of the Bank of England, 100, Broad Street, London, EC2M 2EX.

Not previously redeemed, the Stock will be repaid at par on 22nd January 2002. The Stock will be repaid at par on 22nd July 2002.

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## Caution needed as gold breaches the barriers

Star performer in last week's rush out of paper currencies is just about any investment medium available without doubt gold. Not content with just surpassing the previous "high" in December 1974, bullion fairly stormed all the barriers standing in its way to make a quantum leap of \$75 an ounce on Friday to close at \$201.5, having touched \$202 at one stage.

Gold gained a total of \$93 on the week, but it was Friday's sensational rise that was significant. Firstly, for the chartists there was the \$197-\$198 barrier to surmount. Secondly, for the popular imaginary, there was the psychological level of \$200 to exceed. Even the most ardent bull could have scarcely imagined that both hurdles could be jumped in the manner in which they were.

But gold was not alone in making some very useful gains. Platinum rose \$8.75 an ounce on the week to stand at \$264.5, not insubstantial premium on the South African producer price of \$240—while silver also showed its paces, by exceeding 29p for the first time in over a month and ending the week with a spot price of 22.4p.

Elsewhere, other investment mediums saw some good action, with most major stock markets moving up strongly.

The dominating factor has been, of course, the pressure exerted on the dollar. This is particularly true of the gold, which in turn has brought the other precious metals along in its wake.

The state of the dollar remains crucial to the performance of bullion.

There are conflicting views on the state of the dollar. Some believe that it has been overdone, others that it still has some way to go yet. Some Swiss bankers are arguing, apparently, that the dollar could fall to \$1.50 against the Swiss franc.

One observer suggested last week that gold would see \$250 within six months mainly because of the dollar. President Carter has not been cutting a

very dashing figure of late and his apparent falling out with Senator Edward Kennedy can only undermine his position even further.

However, there are fears that the whole thing is being overdone. As one analyst remarked last week: "At the moment there is no top for gold and no bottom for the dollar". The flow of hot money in both

directions can be swiftly reversed. It is as well to have a look at the underlying position of gold.

Output of newly mined gold in the West has been declining steadily for years. South Africa, the single most important producer, saw output reach a 16-year low last year with production dropping to 693 tons—a decline of just under 2 per cent on the previous year.

According to the highly respected *Gold 1978*, which is produced by Consolidated Gold Fields.

Total Western production was 9645 tons compared with a level of 12,736 tons in 1970.

By contrast Eastern Block countries have been increasing output with the Russians, the world's second largest producer, making the running. Russian output has expanded by nearly 100 tons since 1970 to reach 444 tons last year and is on a definite upward trend.

In the eight years, the Western proportion of total world output has fallen from 78 per cent to 68 per cent.

There is some significance in the fact that the Russian gold is subject to many vagaries, such as its trade balance with the West and political considerations. The latter being incapable of accurate analysis—although sales in Russia are estimated at 300-400 tons.

South African production, however, is expected to increase over the next few years—output is up this year—before falling off below 700 tons again in the middle of the next decade. Various reported discoveries elsewhere in the world are dismissed as unlikely

to make much overall contribution to the foreseeable future.

In addition to newly mined gold, supplies have also come on to the market from the IMF and more latterly from the Indian and US governments as well as Portugal.

Last year total supplies amounted to some 1,607 tons, of which, according to *Gold 1978*, fabrication accounted for 1,387 tons and investment the rest.

Future supply is estimated at some 1,450 tons and 1,650 tons over the next few years by *Gold 1978*, which also estimates that this year industrial demand will account for 1,401 tons, leaving a modest amount in global terms to be taken up by investment demand.

Currently, gold is riding high at an unseasonal time with industrial demand slack. A crucial factor then is whether industrial demand will hold up at current price levels, and, most importantly, what degree of elasticity there is in the demand for jewelry, which last year accounted for 70 per cent of fabrication demand.

There are certain encouraging factors, particularly that the price in real terms in Europe is not as great as would be suggested by the dollar price. But then a downturn in US economic activity could lead to substantially reduced demand from that area.

A continuation of industrial demand at current or even higher dollar prices will underpin the price unless there is a sharp change in the direction of the dollar. However, an erosion of demand, while not necessarily putting an undue burden on investment demand, could start up a self-fulfilling cycle of declining confidence.

It is interesting to note two somewhat different interpretations of the events of Friday, and both from South Africa.

President Nicholas Diederichs claimed the new "high" as a victory for South Africa's moves to fight off the United States' attempts at the demonization of gold.

Mr P. A. von Wielligh, president of the South African Chamber of Mines, however, added a degree of caution. He commented that the price movement had come about because of concern over the United States economy.

He said: "Should that concern lessen, it would not be surprising to see a correction in the price. Experience has taught us that rapid rises can be followed by correspondingly abrupt readjustments."

Just how abrupt those readjustments can be is demonstrated by the Galloway & Pearson

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## Mining

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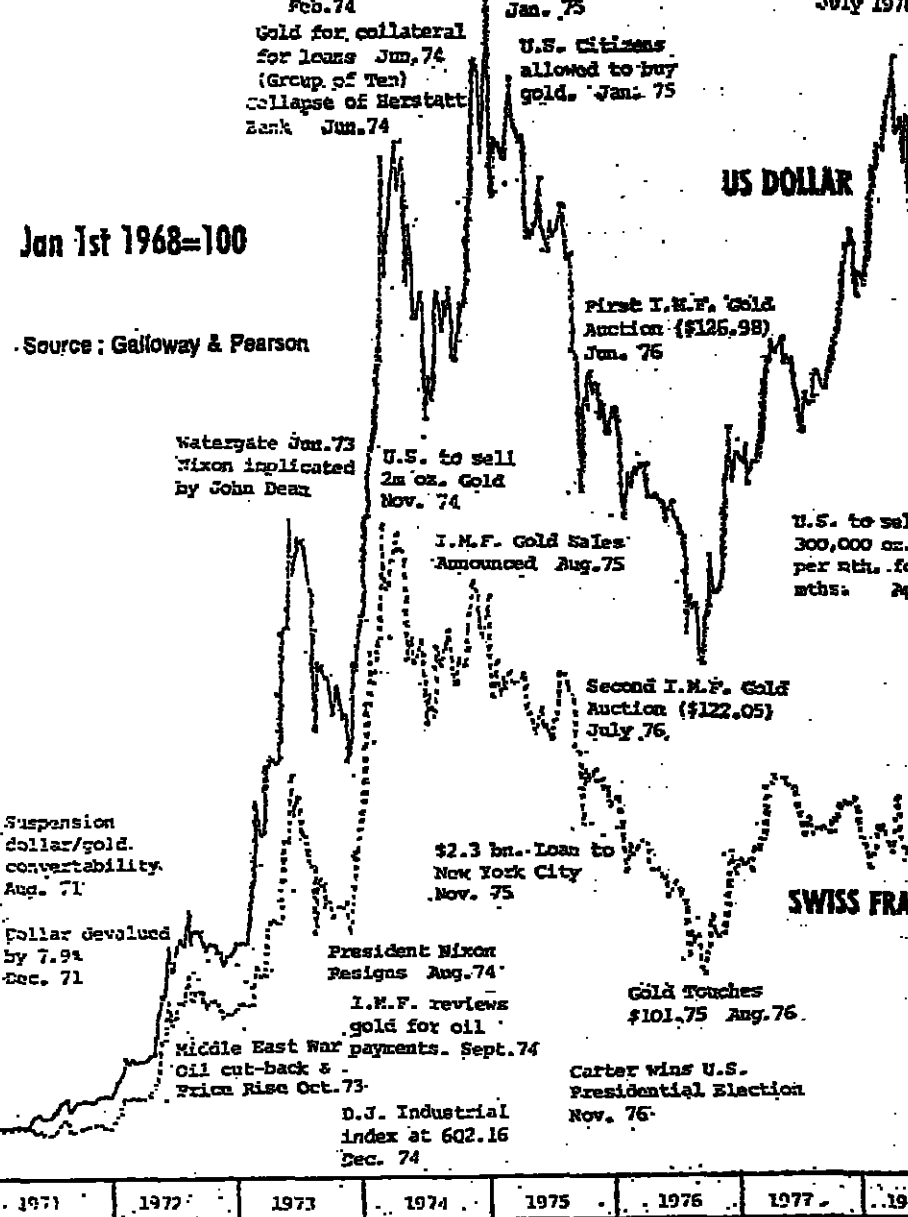
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## GOLD BULLION INDEX





## Unit Trust Prices—change on the week FT Index change on week 492.1 + 12.9 (2.7%) :

[illegible]



# —Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies—

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Interesting position for intelligent young person (early 20s) in expanding travel company. Initially to assist Reservations Manager responsible for ticketing, flight manifests, etc. Opportunities for advancement and educational trips abroad. Cheerful office. Holiday concessions. Salary £2,850 negotiable. Please ring

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## SECRETARIAL APPOINTMENTS ALSO ON PAGES 4 AND 18

## SECRETARIAL

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## EDUCATIONAL TOURISM SPRECHEN SIE DEUTSCH?

We need a Secretary with first class secretarial skills and a working knowledge of German. You will be answering the telephone, taking letters and making arrangements for educational holidays for students of foreign students. It is a very varied job which demands fluency in typing, an interest in people and a good telephone manner.

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## JUNIOR TOURISM LTD.

31a Sloane Street, London SW1. Telephone: 01-235 3278.

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PLEASE CHECK YOUR AD. We make every effort to avoid errors in advertisements. Each one is carefully checked and proof read. When thousands of advertisements are handled each day mistakes do occur and we ask therefore that you check your ad and if you spot an error, report it to The Classified Queries Department immediately by telephoning 01-837 1234 (Ext 7180). We regret that we cannot be responsible for more than one day's incorrect insertion if you do not.

BIRTHS

BUCKLAND-WRIGHT. On July 27th, at Queen Charlotte's Hospital, London, to Rosalind (nee Ruck), and Christopher, a daughter (Alexandra), a sister for Helen.

MARRIAGES

HOLGATE. On July 27th, at the Registry Office, London, Mr. John Holgate, 28, St. John's Road, London, and Mrs. Margaret Holgate, 28, St. John's Road, London.

DEATHS

BARRETT. On July 27th, 1978, at his home, 10, St. John's Road, London, Mr. John Barrett, 61 years, beloved husband of Margaret Barrett.

IN MEMORIAM

DAVIS, ALBERT EDWARD. In loving memory of my father, who died on July 27th, 1978, at his home, 10, St. John's Road, London.

PERSONAL COLUMNS

ANNOUNCEMENTS

CLEAVEPOINT ISLE OF PURBECK. Architectural site requires experienced volunteers. 5th-8th August. R.B. Industrial Settlement, Dorset. Tel: 01203 12925

CANCER RESEARCH CAMPAIGN

Help us to conquer cancer with a legacy donation of £100. The Cancer Research Campaign, Dept. TDX, London House, Terrace, London SW1V 5AR.

LOOKING FOR A HOME? THINK CLARE MARIE

See Rentals Column. The Early Christmas Bird Gets the Early Christmas Discounts! Businessmen want to take the early Christmas bird.

ENJOYED YOUR HOLIDAY YET?

Thousands of lonely and needy old men and women have not yet received their Christmas cards. The National Silver Fund for the Elderly, 12 Liverpool Street, London, E.C.3.

BOOKS WANTED

A few Wagner Ring tickets at RECEPTIONIST/BOOKKEEPER. A piano found showing real beauty and sound. 1987, 10 1/2 JAGUAR, 1987, 10 1/2 JAGUAR.

SUMMER SALES

ELLE, 23 Brompton Road, Elle, 92 New Bond Street, ELLE ITALIAN SHOP, 20 Sloane Street.

IN MEMORIAM

DAVIS, ALBERT EDWARD. In loving memory of my father, who died on July 27th, 1978, at his home, 10, St. John's Road, London.

FUNERAL ANNOUNCEMENTS

J. H. KENYON, Ltd. FUNERAL DIRECTORS. Day and Night Service. 49 Edgware Road, W.2. 01-253 2277

ANNOUNCEMENTS

NORMAN, MARGARET. Apologies. 1945, March 12th, my husband, Norman, died at his home, 10, St. John's Road, London.

ANNOUNCEMENTS

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CANCER RESEARCH CAMPAIGN

Help us to conquer cancer with a legacy donation of £100. The Cancer Research Campaign, Dept. TDX, London House, Terrace, London SW1V 5AR.

LOOKING FOR A HOME? THINK CLARE MARIE

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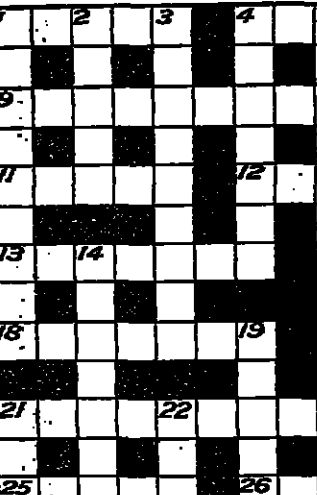
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The Times Crossword Puzzle No 14,965



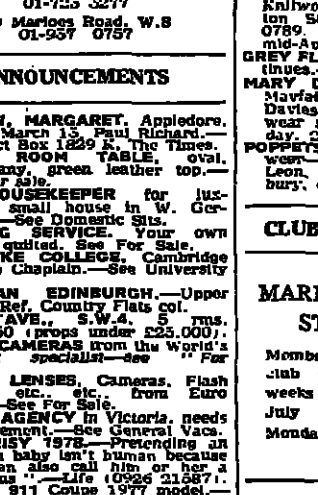
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The Times Crossword Puzzle No 14,965



DOWN 2 Robber of 23 supporting rise of Capone (7). 3 Theatrical issues (5). 6 Course actors in airy per-formance? (5). 8 Comforts seen in the home as essential (5). 14 Satisfied about, battling for Australia perhaps (9). 16 Leader of corn manipulators or dealers (9). 17 Criminals upset Greek Queen's? (5). 19 Thanks painter about mount for the figurine (7). 23 The sort of person who is a foreign type (7). 24 Turned up jolly good piece of bone (5). 26 Better duck, perhaps? (5). 27 The sort of form that 22 produced (5). Solution of Puzzle No 14,964

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